A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

April 12, 1965

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Business Bulletins *from around the world*

BELGIUM—Société Belge de l'Azote et des Produits Chimiques du Marly, "S.B.A.", of Liège, completes plant at Nagoya, Japan, producing gas for synthesis of ammonium, gas for hydrogenation. Facility, employing S.B.A.-Haldor Topsoe process, uses naphtha fractions as raw material.

Senate approves Dutch-Belgian Treaty for Rhine-Scheldt Canal by large majority. Favorable action by Senate closely followed approval of Chamber of Deputies, eliminating last legislative hurdle. Belgium will assume most of construction expenses.

BOLIVIA—South American Chemical Co., Oruro, opens new plant to produce 8.5 tons of concentrated sulphuric acid every 24 hours. Plant which operates in three daily shifts is locally owned; received financial assistance from Bolivian Industrial Bank and Inter-American Development Bank. It is only "contact acid" plant in country which can produce highly concentrated acid.

CENTRAL AMERICA—Second securities exchange, Bolsa de Valores de Centroamerica, S.A., is being formed by local Guatemalan businessmen. Privately-sponsored exchange will operate under commercial laws of Guatemala; follows closely upon official inauguration of Bolsa de Valores, S.A., of El Salvador, which already has had transactions involving shares of approximately 25 private companies, bonds of various autonomous Government agencies, and bonds of Banco Hipotecario (Mortgage Bank).

CHILE—Superphosphate plant creating import market for 100,000 metric tons of phosphate rock annually may be constructed as result of feasibility study, sponsored by Chilean Development Corporation, expected to be completed in July by Rust Engineering Co. Sulphuric acid would be obtained from smelter fumes of Braden Copper Co. plant at Caletones, and from pyritic materials now discarded by company, through use of Finnish process under study which would also produce elemental sulphur, iron oxide amenable to pelletizing.

GERMANY—First National City Bank, New York, opens Berlin branch office for business. FNCB is first foreign bank to establish branch in Berlin since World War II, only U.S. bank offering full banking services in Berlin.

GREECE—N. Kontogouris Bros. receives Government approval to establish $2 million plant for assembling ¾ ton, three-wheeled "Pully" light truck designed by Fiat and Neckar-Fiat of Germany. Annual rate of output expected to reach 6,000 units by mid-1966. About 85% of output to be exported world-wide through Fiat's sales organization.

Government readjusts consumption tax on motor gasoline, thus raising retail price for regular gasoline from 66 to 76 cents per imperial gallon; for premium, from 76 to 86 cents. Price of diesel oil remains unchanged at 33 cents per imperial gallon.

IRELAND—Two of country's largest textile firms, Seafield Fabrics, member of Sunbeam Wolsey group and General Textiles announce merger plans. Seafield primarily engaged in weaving of synthetics and fabrication of linings, other yard goods; while General Textiles largely engaged in cotton spinning, weaving, manufacture of grey cloth, sheeting.

MALTA—Government allocations to be spent under Second Five Year Plan 1964-69 total approximately $115.3 million. Projects receiving largest allowances are industrial development, $16.5 million; electricity, $15.1 million; public works and building, $10.6 million; tourism, $10 million; roads, $7.3 million.

NETHERLANDS—FMC Corp. of California to supply over 300 M-113 armored vehicles to Netherlands' Army.

KLM to purchase 6 DC-9 jetliners, including flight simulator. First delivery of order, valued at $25 million, to be in January 1966.

SPAIN—National income for 1964 estimated at $14.3 billion according to National Income Council, increase of 11.9% at current prices, 6.7% at constant prices. Per capita income estimated at $457 for 1964, compared with $412 in 1963.

SWITZERLAND—Swissair planes covered over 27 million miles in 1964, 8% over 1963, carried 1.9 million passengers, 6% boost over 1963.

Total 2,623 ten-ton wagon loads of hard cheese exported in 1964, breaking record set in 1927. Common Market was best customer, buying 79.9% of hard cheese exports.

THAILAND—Government announces joint project with UN Special Fund to establish $2 million major rubber research institute. Construction of facilities to begin this year.

Far East Consultants, Inc., New York, management, business consultant firm, opens office in Bangkok.

TUNISIA—Government and Belgian firm, Peltzer et Fils, sign agreement to build factory to manufacture woolen goods. Annual production of 1.3 million meters of cloth anticipated.

UNITED KINGDOM—National Ports Council names 18 port authorities to participate in $280 million port improvement plan. Included are port authorities of London, Southampton, Bristol, Newport, Cardiff, Barry, Swansea, Milford Haven, Liverpool, Manchester, Glasgow, Greenock, Grangemouth, Leith, Hull, Tyne, Tees, Immingham. Interim proposals include renovation of 30 to 40 berths, construction of 30 to 40 more deep water berths in next five to 10 years.

VENEZUELA—Automobile production (assembled) accounted for 95% of vehicles sold in 1964. Unit production rose by 60% in six years, to total of 44,941 for past year. Only 2,733 autos legally imported in 1964. Estimated $66 million invested in industry, which employs about 10,000 persons in assembly, parts manufacture.

YUGOSLAVIA—Final statistics for 1964 show that U.S. share of market fell from 17.6% in 1963 to 13.1%. Dollar sales dropped from $186.1 million to $172.8 million.

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champion exporter

Few, if any, businessmen in the world's history have been so closely involved for so many years with the sale abroad of so many tons and dollars worth of U.S. products, as Arthur R. Edwards. After more than 43 years with the Armco Steel Co., he retired recently as president of Armco International. Our reporter found this "retired but not reticent" Ohio executive willing to be interviewed during a recent Washington visit. The story starts on page 2.

International Commerce

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Barnacle-scraping urged

International division head discusses problems of modernizing U.S. trade policy

By STANLEY LICHTENSTEIN
Staff Writer

For Arthur R. Edwards, retirement is a branching out.

After 43 years with the Armco Steel Corp.—41 of them in international operations—he is more concerned than ever with problems of industry and government, and with averting the possibility he sees that we may "have the daylights kicked out of us" in GATT (General Agreement on Tariffs and Trade) negotiations and other economic confrontations abroad.

As the retiring but not reticent president of Armco International, Edwards is active in the Ohio Regional Export Expansion Council (REEC) and on policy-making units of the American Iron and Steel Institute, the U.S. Chamber of Commerce, the National Foreign Trade Council, the International Chamber of Commerce, the Far East-America Council of Commerce and Industry, and the Cincinnati Council on World Affairs. At the same time, he serves as president of Books, U.S.A., Inc.—providing intellectual fare for book-hungry people around the world through a sort of CARE operation in which books fill the packages.

The Middletown, Ohio, executive and senior cititzen, sensing that this reporter —who interviewed him during a brief Washington stopover—did not know a sucker rod from a bridge plank, tore a sheet from a pad of paper, rolled it into a cylinder and transformed it by the power of his words into a piece of corrugated, riveted metal pipe. In a twinkling, the hapless reportorial head was overflowing with background information on Armco's 38 plants in the United States and Canada, and its 24 plants and 39 warehouses in 17 foreign countries.

Going beyond nuts-and-bolts questions affecting his own company, Edwards declared:

"I'm a free enterpriser, but I feel very strongly about the necessity of government and industry working together."

The United States, he continued, is far behind other countries which have a high degree of government-industry collaboration and can wield a strong hand in GATT, make decisive strides in research and development, and compete formidably in world markets.

Own decisions

He made it clear that he was urging a fruitful kind of collaboration in which neither party abdicates any of its responsibilities. Businessmen, Edwards said, must make their own decisions as the best judges of their own products, goals and problems, but they should use every available resource including government services and facilities.

"One thing we're prone to do when we first go into a market," he observed, "is to go in on a hunch without adequate, thorough-going market study. The Department of Commerce has been doing much in recent years, and its publications are very useful. Up to a point, the Government can be a great help, but anyone who expects it to do the whole job by providing everything down to the last typist and translator, is expecting too much. He should do the final work himself."

Rules of game

As the Armco executive enlarged on his view of what the respective roles of government and business should be, the international trading scene began taking on the aspect of a great ball park. Edwards called for a big push by government to eliminate certain handicaps and guarantee fair play under the rules of the game. To illustrate, he said:

"If we can't make reinforcing bars as cheaply as they do in country X, country X ought to get the order. But if country X is subsidizing the makers of reinforcing bars, the rules aren't the same for both teams. When the rules are the same, we must out-compete them, or, rightly, go on the skids."

As progress is made toward a fairer set of rules, Edwards continued, the day will come when the only ultimates will be the skills and relative ability to make better products and provide better service than anyone else. "Industry people should face up to this, and not rely on tariffs, subsidies or other crutches for delay."

Room for improvement

He cited international monetary stabilization as one of the vital areas requiring action, in a world in which a company operating abroad may have a successful operation in terms of a local currency and yet have nothing to show for it.

The Armco veteran called for negotiations of tax treaties with friendly countries so that American companies will no longer be "caught in between" conflicting philosophies of taxation and methods of collection, having to pay both at the point of production and the point of consumption.

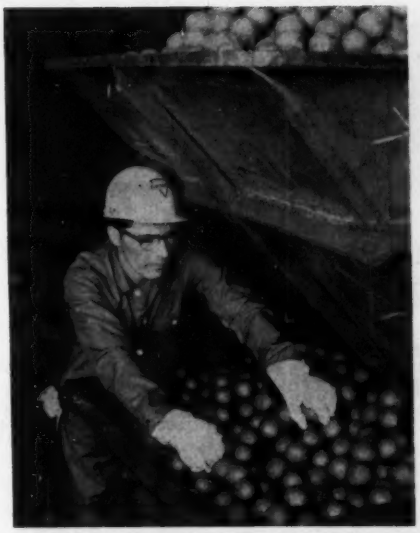
The problem of non-tariff barriers deserves continued and intensive efforts looking towards reasonable solutions, he observed, mentioning—as a typical example of the kind of nuisance regulations he had in mind—a procedure by which country Y allows informers to pocket fines levied against foreign suppliers accused of erroneously describing their commodities.

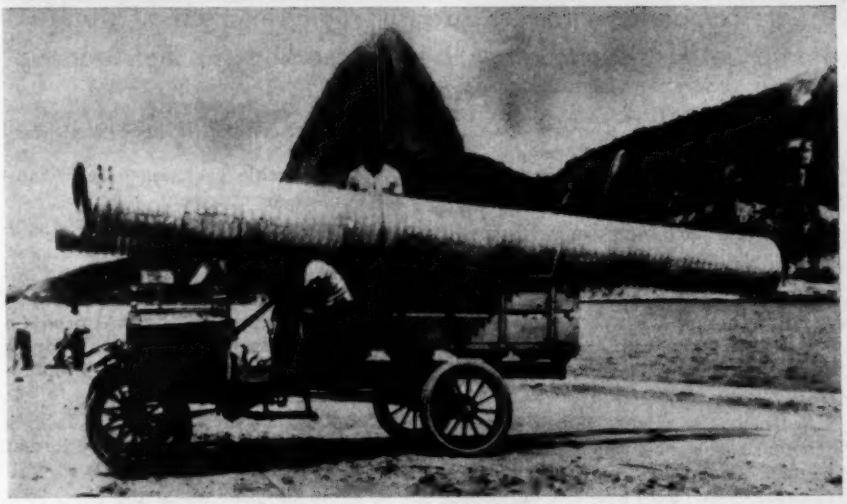
Intelligence pool

Preparing to catch his plane, Edwards had to leave much unsaid—but he was at pains to emphasize the urgency of a more systematic and effective pooling of business and government resources to attack and solve such problems.

"My notion of the way to end poverty," he observed, "is to stimulate enterprise. When I work with the chambers of commerce and the industry associations, with the Regional Export Expansion Council and with my friend Bob Luckey at the Commerce Field Office in Cincinnati, I'm enjoying myself and I'm doing something constructive.

"Call it pleasure, call it patriotism—it's a mighty satisfying combination!"





ANCIENT TRUCK struggling under load of Armco pipe in Brazil (center) symbolizes era in which A. R. Edwards entered firm's world operations. Other pictures show activities in Chile, Spain and Mexico involving production of forged steel balls for grinding copper ores, tubing for fuel and hydraulic lines, and assembly of galvanized riveted pipe arch.

IT LOOKS LIKE A ROUTINE TRAFFIC JAM in the U.S. Actually, it's a tangle of European consumers hurrying to spend money in a Frankfurt shopping center.

Foreign buyers air problems—real and imaginary—of doing business with United States manufacturers

Letters complain exporters 'are not really interested,' won't answer letters, don't bother to study markets for their goods

By MAX E. HODGE
Assistant Commercial Attache
U.S. Embassy, Bonn, Germany

Much has been said about the problems of U.S. exporters since the export expansion drive was launched.

But the other fellow has problems, too—the fellow who imports U.S.-made goods.

Some of these problems are imaginary. Some are not "made in U.S.A." But none can be ignored.

A recent letter from the central foreign purchasing department of a leading German department-store chain illustrates the point. This firm has permanent buyers in the U.S. and sends many specialists on buying trips. Wrote one official:

"Our chances of buying U.S. electrical and household goods are very slight. Our buyers repeatedly visit the Chicago Fair and others without any business results.

"We attribute this first to the unfavorable exchange rate between dollars and deutsche marks. However, we often have the impression that American manufacturers are not really interested in exporting to Germany and hence are unwilling to comply with special conditions here, even when these result from local regulations.

"We have studied the U.S. market for more than 10 years. We know your Government is trying to increase exports. Yet we cannot recall ever having found a hardware manufacturer who had studied the German market. As a result, we can just study what is being produced over there for the domestic market and see if by chance one or two articles are suitable for us."

• **Unfavorable exchange rate?** Factually, this is no argument.

If $1 were worth less than DM 4 in goods and services, the official exchange rate, there would be an excess of German sales to the U.S. over U.S. sales to Germany. Yet we sold about $1.6 billion worth of commercial goods last year to Germany and bought about $1.2 billion worth.

Refuting such an argument by facts is not enough. The important thing is that a lot of people believe this, true or not.

U.S. goods, paid for at the going rate of exchange, are better, cheaper, or both. To demonstrate this, U.S. exporters can cite data in the importer's terms—landed prices rather than f.o.b. Podunk, metric dimensions rather than flitches, firkins and furlongs. Then the importer can make an intelligent choice.

• **American manufacturers are not really interested?** We hear this all too often. "Unwilling to comply with special conditions here" is a major part of this. So is failure to quote in locally understood terms.

• **No hardware manufacturer has studied the German market?**

The sales appeal of many American goods lies in their novelty or in the fact they are American. But this does not relieve the exporter of the obligation, in his own interest, to know whether his market will take what he has or only what it is used to—or, as in most cases, something between the two.

Complaints like these are the subject of many letters and conversations in the German business community. Here are others:

• **Failure to answer letters.**

The Embassy received a card a German drug importer sent to a local drug store, saying he had written twice to a leading U.S. supplier, without result—and adding in red type, "This is unfortunately typical of the U.S.A."

Another importer wrote that he had placed a small order with a U.S. firm and now wished to place a larger one but could get no answer.

• **Servicing U.S. equipment.**

A manufacturer wrote that he had ordered some machines from the U.S. after studying many sources of supply. The machines showed defects and two broke down.

Those were returned, repaired, sent back—and one still did not work. The firm's letter implied that even this could be forgiven, but that the next letter to the U.S. firm had not been answered almost two months later.

The German manufacturer concludes reluctantly that "the American industry is interested only in selling," leaves all the problems to the distributor, and is "not at all interested in the practices which are customary in the European market".

Language was mentioned as one of the "practices" often ignored. The German points out that not everybody knows English—including those who must assemble the machinery. (Try sending U.S. relatives a do-it-yourself cuckoo clock with assembly instructions in German.)

Principal-agent relationships are another area in which practices vary. Such questions as who is to provide storage, servicing, spare parts, advertising and everything else that goes with trade should be settled early. Failure to clarify these can lead to this reaction:

One man wrote that he had been dropped unceremoniously after representing a U.S. company for eight years and now had the "Nase voll." He was fed up with U.S. representations.

Lack of facts can put U.S. goods and services in a bad light and lose business even where the market is crying for them. A recent Trade Contact Survey produced no goods leads until it became known that the U.S. firm would pay for some

advertising to help the agent he was seeking to launch his new product. Then prospects were found without difficulty.

Certainly, all problems do not originate with the U.S. exporter. The importing countries themselves raise many obstacles, such as legal trade restrictions, of which the best known, tariffs, are often the least harmful.

Many economies are partly frozen in habits of procurement, distribution and consumption, right down to the consumer. Many businessmen will never get used to the open, sometimes casual, approach of many Americans.

Much of this cannot be changed. But a lot of the resulting problems at least can be overcome with good will, open-mindedness and a knowledge of the facts.

Jet brings Germany new flavors from U.S.

Germans prefer bleached asparagus but they sampled the green variety just the same in a recent demonstration that the jet age is creating new markets for fresh fruits, vegetables and seafood from the U.S.

The demonstration in Frankfurt's municipal market inaugurated a jet-cargo service by a U.S. airline, Trans World, delivering fresh California, Florida and Hawaiian produce to Western Europe.

Reporting the event, the U.S. commercial officer in Frankfurt said German food importers "seem aware of the marketing problem facing them but optimistic that they can make a go of it."

The problem is the national difference in tastes.

Members of the food-catering industry, food wholesalers and the press were guests for the demonstration. The commercial officer reported:

"Of particular interest to the German visitors were green celery, fresh asparagus, corn on the cob, papaya and limes. Iceberg lettuce drew a lot of favorable comment. The fresh California strawberries were cleared in no time."

U.S. seafoods already are being imported into Germany, chiefly for use in clubs and hotels. Sponsors hope to boost this business with the new jet-cargo service, dealing in seafoods from Boston and San Francisco.

As for the asparagus—and the celery and lettuce—the commercial officer reported much interest but "little buying activity" because "the German taste prefers bleached asparagus and celery."

Conferees shake Mississippi mud

Pursuing profits in world trade, valley exporters flock to New Orleans for tips from some modern missionaries

By JAMES ROURKE
Staff Writer

NEW ORLEANS—It's great to go barefoot in Mississippi mud, according to song and legend. But everybody doesn't live by this advice nowadays.

Delegates to the 20th Mississippi Valley World Trade Conference not only were shod for their meeting here. They came more or less with track shoes, ready to shake the mud and get on with pursuit of profits in international commerce.

Is there too much emphasis on persuading small and medium-sized U.S. firms to export? Frank Cruger of Indianapolis, Ind., chairman of the National Small Business Association, said an Eastern university professor asked the question in the course of a recent review of the export expansion drive.

Cruger's reply: "We're not doing nearly enough."

Problems?

"The greatest problem we have is getting our own people to realize there's a foreign market," said Marvin Melton of Melton Bros. Implement Co., Trumann, Ark.

"Don't call them 'foreign countries' any more. They aren't. With communications and transportation today, they're just another community a few hours away."

The future?

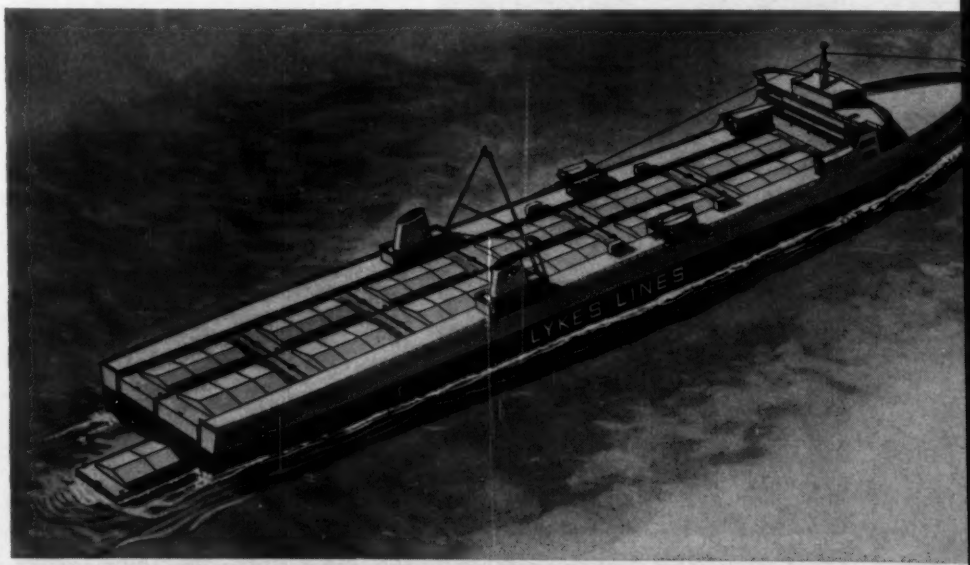
Thomas C. Mann, U.S. Under Secretary of State for Economic Affairs, made this observation:

A high level of international trade is "essential" in achieving "the kind of world which offers reasonable prospects of peace."

Cruger, Melton and Mann made their appearances on the last day of the conference which attracted an estimated 350 traders from 22 states in the Mississippi Valley (March 29-31).

Trade missionaries

Melton sat with a panel of businessmen who have served on recent Bureau of International Commerce Trade Missions to Europe and who came to the conference with first-hand news of foreign trade opportunities. With Roy F. Gootenberg, director of the BIC Trade Missions program, presiding, panelists gave capsule versions of their Trade Mis-



ARTIST'S CONCEPTION of 'sea-barge clipper' was shown at Mississippi Valley World Trade Conference.

sion reports as published first in INTERNATIONAL COMMERCE.

Melton served with Cruger on a mission to Greece, a nation he described as "basically an agricultural country but with great opportunities for industry." Prospects are good for the sale of agricultural products, machinery, raw materials and transportation equipment, he said, and added:

"Go back to your chambers of commerce and banks, and if they don't have an export manager, get together and hire one."

Melton said his native Arkansas, third-ranking producer of poultry in the U.S., "would have been out of business in poultry if we hadn't discovered there was a foreign market."

Be patient

Ralph Pierce, of Pierce & Wolfe Consulting Engineers, Detroit, served on a mission to Yugoslavia, a nation wanting "hard goods for industrial expansion." He said doing business there "requires a great deal of patience and understanding" but that "anyone who can give long-term financing can get all the business he wants."

Pierce said U.S. private banks are "missing the boat" because services to exporters are "grossly undeveloped." He urged businessmen to approach their bankers on this matter.

Richard C. Durham, management consultant from Rio Piedras, Puerto Rico, and Daniel Rosenbaum, president of Sugar Rose Canning Co., Tampa, served on a mission to Spain. They cited the "special challenge" and "great potential" in the Spanish agricultural, food-processing, auto, aircraft, steel and housing industries.

E. J. MERCER, managing director of Allis-Chalmers International, received annual conference award.

Durham voiced dismay at "the take-it-or-leave-it attitude" in business proposals which U.S. businessmen sent to Spain with the mission. Rosenbaum said he found "unanimous concern among Spanish businessmen for the credit terms offered by U.S. businessmen."

Gootenberg explained that the trade mission program includes groups sponsored by BIC, industry associations and state and local governments. When a conference delegate asked whether missions should try to sell local products or serve as "image-makers," Gootenberg said:

Hard-sell missions, concentrating on groups of products with a competitive advantage, pay off best.

"Foreign hosts are tired of good-will missions," he said. "They want trade missions with which they can identify their development aspirations."

'In our interest'

Under Secretary Mann, speaking at the conference banquet, turned to the problems of developing nations. He said:

"The low-income countries of Latin America, Asia and Africa make up half of the free world's population. They have massive economic and social problems and a shortage of the means to meet their aspirations.

"With population expanding at an unprecedented rate, especially in these areas, great strains are placed on the political, economic and social fabrics of their societies. It is clearly in our national interest to do what we can to help build viable expanding economies that can provide for the needs and defense of their people."

Mann said many developing countries "have become aware that to become viable they must move together to form free trade areas and common markets." He cited the Central American Common Market and the Latin American Free Trade Area as examples and said "the United States has encouraged these developments and will continue to do so."

Midwestern alert

Cruger, speaking at a "trade mission luncheon," said world markets "are attracting more and more attention in the Midwest." He said almost four million Americans "are engaged directly or indirectly in production for export" and commented that "we are challenged continually to think in terms of expanding U.S. exports."

One of the last conference sessions was a panel on "Transportation's Role in Expanding Foreign Trade." It produced these observations:

Jack M. Slichter, executive secretary of the Air Traffic Conference of America—Jet speeds have shrunk the world to one-tenth its former size. Airlines are standardizing procedures and concentrating on faster craft "to reach the buyer before the competitor does." The U.S. industry now operates 62 all-cargo aircraft, including 30 jets, and has 37 jet cargo ships on order.

Douglas McKellar, director of sales, Louisville & Nashville Railroad—Most railroads now have foreign-trade departments or representatives. The industry probably will spend $1.5 billion this year to improve services to shippers. Containerized shipments in standard sizes will be "a coming thing" in rail transportation.

M. M. Gordon, president, Gordons Transports, Memphis—The motor-freight industry's role in the future will be "to help remove some of the fear" of exporting. Trucking firms have export-import departments and inland salesmen are brought to port areas for seminars on export services to customers.

W. J. Amoss Jr., vice president, Lykes Bros. steamship lines—Lykes is "in the research stage" of developing a new kind of ocean-going cargo ship, the "sea-barge clipper." It is conceived as a double-decked vessel carrying 24 barges within its hull.

The "sea-barge clipper" would call only at a few terminal ports in the U.S. and aboard. Cargo-laden barges would be towed to these terminals to be carried overseas. Dropping barges at the overseas terminal, the "clipper" would steam to its next port while the barges were towed to destination.

Time-saver

By eliminating time-consuming calls to load and unload cargo at a number of ports, Amoss said, the plan "could save 40 days on a round trip" between the Gulf of Mexico and the English Channel —the route on which Lykes would use the "clipper."

The conference banquet was the occasion for two awards.

The conference gave its annual Mississippi Valley World Trade Award to E. J. Mercer, managing director of Allis-Chalmers International, for his contributions to trade between the Mississippi Valley and the world.

Under Secretary Mann presented the President's 'E' Award for excellence in exports to the Mississippi Valley World Trade Council, prime sponsor of the conference.

President proclaims World Trade Week observance in May

Middle of next month designated for special activities calling attention to global markets

The President of the United States has proclaimed the week beginning May 16 as World Trade Week, 1965.

Federal, State, and local officials are asked to cooperate in its observance.

In a proclamation released by the White House, the President urges "business, labor, agricultural, educational, professional and civic groups, as well as the people of the United States generally, to observe World Trade Week with gatherings, discussions, exhibits, ceremonies and other appropriate activities designed to promote continuing awareness of the importance of world trade to our economy and our relations with other nations."

Many activities are being planned throughout the country. Trade organizations, chambers of commerce, businesses and clubs will be emphasizing the value and significance of international commerce.

First observed in Los Angeles in 1927 —after Stanley Olafson, then foreign trade secretary of the city's chamber of commerce, conceived the idea—World Trade Week has been designated annually by Presidential proclamation since 1932.

Across the nation

Boston will get an early start, with a conference April 22 to promote World Trade Week and to observe the 75th anniversary of the Pan American Union. The Conference is being co-sponsored by the Pan American Society of New England and the International Trade Association of New England.

The Bankers Association for Foreign Trade will observe World Trade Week as a part of its annual convention May 16-20 in French Lick, Ind. Daniel Goldy, National Export Expansion Council Chairman, will be a speaker on May 17.

In Portland, the sixth annual Columbia Basin World Trade Conference is planned for May 17-18 in connection with World Trade Week activities. At that time, the city will dedicate its new World Trade Center. E. E. Schnellbacher, Assistant to the Director of the Bureau of International Commerce, will speak at the dedication.

Dinner meetings are being arranged in San Francisco and in Kansas City, May 19; and in St. Louis May 20, Eugene Braderman, Director of the Bureau of International Commerce, will speak at the dinner meeting of the World Trade Club. Special programs also are scheduled by groups in New York, Philadelphia, and many other cities.

The President, in proclaiming World Trade Week, 1965, said: ". . . it is essential that we continue to expand our export trade, so that we may further improve our international balance of payments, accelerate the progress of our advancing American industry, and increase the employment of American workers."

The Commerce Department Field Offices, the Regional Export Expansion Councils, and the Bureau of International Commerce are participating alongside business and civic groups throughout the United States in observance of World Trade Week next month.

Workshop groups in 15 cities weigh coverage of risks

FCIA, marine underwriters join with Commerce to sponsor talks

Cities from Minneapolis to Miami are playing host for a series of April workshops under auspices of the Foreign Credit Insurance Association (FCIA), the American Institute of Marine Underwriters, and Field Offices of the U.S. Department of Commerce.

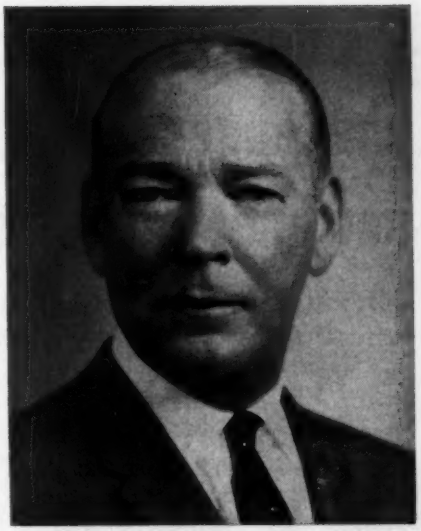
On the agenda are a review of FCIA procedures and policy changes for insurance brokers and agents, and an explanation of the FCIA Bank Guarantee for international banks in the host cities.

Henry G. Sheehy, FCIA president, is conducting workshops in:

Milwaukee, April 12. Pfister Hotel, 424 East Wisconsin Avenue. Chairman, James H. Greb, Appleton & Cox, Inc.

Chicago, April 13. Highland Room, Carson, Pirie, Scott & Co., 36 South Wabash. Chairman, Robert A. Black, Appleton & Cox, Inc.

Minneapolis, April 14. North Star Inn, 618 Second Avenue. Chairman, John D. Barnes, Atlantic Mutual Insurance Co.



SHEEHY

Niagara Falls, April 21. Treadway Inn. Chairman, Robert W. Maytham, Insurance Co. of North America.

Francis X. Boylan, FCIA secretary, is conducting workshops in:

Miami, April 19. Hotel Everglades, Biscayne and 3rd Streets. Chairman, Tom McEaddy, Insurance Co. of North America.

Jacksonville, April 21. George Washington Hotel. Chairman, Tom McEaddy.

Atlanta, April 23. Dinkler Plaza Hotel. Chairman, Frederick J. Richards, Insurance Co. of North America.

Other scheduled April workshops include:

Cleveland, April 14. Mid-Day Club, Union Commerce Building. Chairman, Richard Graupner, Atlantic Companies.

St. Louis, April 20. New Federal Building, 15th and Market Streets. Chairman, Ralph V. Hart, Insurance Co. of North America.

New Orleans, April 21. International House. Chairman, John Barry, Ullmann-International Marine Agency.

Houston, April 22. World Trade Club, World Trade Center. Chairman, Weldon A. Schramm, Marine Office of America.

Dallas, April 23. Room 1200, 1114 Commerce St. Chairman, Gilbert Easley, William H. McGee & Co.

Earlier workshops were held in Baltimore, Detroit and Philadelphia.

KEYNOTER

Senator Len B. Jordan of Idaho will deliver the May 17 keynote address at the sixth annual Columbia Basin World Trade Conference in the Multnomah Hotel, Portland, Ore. (INTERNATIONAL COMMERCE, April 5, p. 14). Dan C. Doran, conference chairman, made the announcement.

Change in Britain's time-pay law challenges finance houses to find new methods of serving consumers

Customer's character, credit rating will play larger role in term sales of big-ticket items, U.S. economist predicts

By M. R. NEIFELD
Consumer Credit Consultant

A change in the operating practices of British finance houses is under way this spring as a result of changes in Britain's Hire Purchase Act covering time-payment plans for consumer goods.

The changes, effective Jan. 1, are such that observers predict hire-purchase agreements for consumer deals soon will disappear from the British scene.

The revised Hire Purchase Act of 1965 eliminates the main prop on which the finance houses relied—the ease of repossessing property when the buyer defaulted on payments.

How it was

Previously, a consumer obtained a car or other merchandise by "hiring" it from a finance house, making a down payment and contracting for a number of monthly payments.

The finance company retained title to the merchandise—emphasizing physical security as the basis for credit. Title passed to the consumer when the agreed number of payments was made.

Under the revised law, finance houses have lost the ease and celerity with which they formerly could repossess in case of payment default. They now must apply to the courts—which in some eyes are not at all friendly to finance houses.

Since Jan. 1, many leading finance houses have substituted credit sales for hire purchase. Credit sales long have been used in England for clothing and other household goods, but not for big-ticket items.

Two methods

In a credit sale the finance house buys the car and resells it to the consumer on an instalment contract. Title passes with the sale.

Other finance houses are using direct cash loans.

The difference between the two methods is insignificant, and in either case finance houses are faced with problems for which they have little experience.

Those which chose cash lending will find legal roadblocks to freedom of operating. Those that elect to operate through credit sales will be plagued by cumbersome procedures.

The English consumer is shunted between dealer and finance company to complete acquisition of a car. The U.S. consumer buys from the dealer, who then sells the retail instalment paper to a finance company. It will take considerable recasting of dealer-finance company relations to substitute the simpler American system for the more cumbersome British one.

Rules for lending

Cash lending is regulated by the British Money Lenders Act. The Act does not allow a money lender to use display or classified newspaper advertising. He is restricted to announcements of name, address and size of loan. He cannot use the mails to announce his services. He cannot ask customers to recommend him to their friends.

These restrictions make it difficult to promote cash lending in the way customary among U.S. finance companies. Until recently, some English newspapers would not accept advertisements from money lenders, and many landlords will not accept money lenders as tenants.

In the face of the judicial attitudes on finance houses and the public attitudes and legal restrictions on money lenders, finance houses are faced with a double challenge. They must change to a new mode of operation and, to remove roadblocks to expansion, must create an understanding of the nature of consumer credit and the contribution it makes to individual and community well-being.

This calls for a wide scale program of education and public relations. But British finance houses, either individually or through their trade association, have had little experience in initiating and maintaining such programs.

To initiate such educational and public relations activities, English operators steeped in hire purchase will have to adjust their own ideas and attitudes. They will have to shake off a holier-than-thou attitude towards money lenders. Although they were engaged in consumer credit through hire purchase, they had an aversion to the money lender and kept themselves aloof.

Think again

British finance houses will have to shift from reliance on physical security to the character and credit worthiness of the consumer as the basis for credit. This means investigating applicants for credit, or cooperating with others in pooling credit information, which is less expensive and more effective.

Fortunately, there already exists the foundation for a common source of information on credit applicants. Several years ago a credit exchange for finance houses was organized. Its value was limited in that all finance houses, including the largest in Britain, did not participate.

Europe has followed somewhat behind the United States in developing consumer credit sources. The success of the Common Market countries in increasing employment and raising incomes has been accompanied by a flowering of consumer credit.

The change in the British Hire Purchase Act imposes the problems of adjustment. But British finance houses are bound to come out with a viable method of operating that will open still wider areas of usefulness for them.

Condensed and reprinted with permission from the American Banker. Author Neifeld is former vice president of Beneficial Management Corp. (Beneficial Finance Co.).

U.S. subsidiary's plant will sell goods throughout LAFTA

Bellows-Valvair Division of IBEC of New York will build a factory in Uruguay to produce automation equipment for marketing within the Latin American Free Trade Association (LAFTA). Items of control equipment were placed on the LAFTA Common List recently negotiated at Bogota, and regular LAFTA concessions on automation equipment have been secured from Mexico, Brazil and Argentina.

The investment in the manufacturing plant is to cover new machinery, a new factory, and a new foundry. The plant will produce hydraulic, pneumatic, and electronic control equipment for machinery and machine tools.

World Bank to set up international referee for investment squabbles in move to spur flow of capital

Center will provide conciliation personnel and facilities; use will be optional, but if used, its rulings must be honored

The World Bank intends to establish a worldwide center for the settlement of disputes between international investors and host governments. The Bank's aim is to enlarge the flow of badly-needed private international capital into those developing countries which want it, while reassuring private investors that their property will not be subject to arbitrary and capricious action by governments which have invited their investment.

By so doing, the Bank hopes to stimulate world economic development by promoting mutual confidence between government and investor.

The Bank's 102 member nations have received the text of a *Convention on the Settlement of Investment Disputes Between States and Nationals of Other States,* which will go into effect as soon as 20 of them sign and ratify it.

The Convention would establish an International Center for Settlement of Investment Disputes, which would function as an autonomous international body under the auspices of the Bank. It would be administered by a council composed of one representative from each state which becomes a party to the Convention.

Not directly involved

The Center is designed to provide facilities through which Contracting States and private foreign investors from other Contracting States can settle their differences. While not directly involving itself in the dispute, the Center will maintain panels of qualified persons whom the disputants can select as conciliators or arbitrators. The Center will also provide the necessary facilities for carrying on the proceedings.

The initiative for using the Center could come from a State as well as an investor, but recourse to the Center is purely voluntary. No State which becomes a party to the Convention is bound to use the Center. However, before investing, prospective investors might insist that the host government agree to refer all disputes to the Center.

The Convention provides that once a State and a foreign investor have agreed to use the Center, they must carry out their agreement, give due consideration to the recommendations of a conciliator, and comply with an arbitral award.

All Contracting States, whether or not they are parties to the dispute, are also required to recognize arbitral awards rendered in accordance with the Convention as binding, and to enforce the obligations they impose.

Legal representatives of 86 member governments took part in four regional conferences, whose findings were incorporated in the final draft of the Convention.

Help for investors

Are you considering investment in emerging areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202, WOrth 7-4065.

IDA loan will buy imports for private Turkish firms

The International Development Association (IDA) has loaned Turkey the equivalent of $10 million for relending to the Industrial Development Bank of Turkey, a privately owned institution which finances the establishment or expansion of Turkish private industrial enterprises. The credit will replenish the Bank's foreign exchange resources, enabling it to continue its loans for projects requiring imports.

In its 14 years of operation, IDB has made a significant contribution to the growth of private industry in Turkey. By the end of December 1964, its financial assistance to a wide range of industries totaled the equivalent of $80 million.

President names 12 members of group to study Red trade

To explore possibilities and implications of trade with USSR and countries of Eastern Europe

The membership of the special Presidential Committee on U.S. Trade Relations with Eastern European Countries and the USSR has been announced by President Johnson.

Headed by J. Irwin Miller, Chairman of the Board, Cummins Engine Co., Inc., the committee will include:

Eugene R. Black, Chairman of the Brookings Institution; William Blackie, President, Caterpillar Tractor Co.; George R. Brown, Chairman of the Board, Brown and Root, Inc.; and Charles W. Engelhard, Jr., Chairman of the Board, Engelhard Industries.

Also, Dr. James B. Fisk, President, Bell Telephone Laboratories; Nathaniel Goldfinger, Director of Research, AFL-CIO; Crawford H. Greenewalt, Chairman of the Board, E.I. du Pont de Nemours and Company; and William A. Hewitt, Chairman of the Board, Deere and Company.

Also, Dr. Max F. Millikan, Professor of Economics and Director, Center for International Studies, MIT; Charles G. Mortimer, Chairman of the Board, General Foods Corporation; and Dr. Herman B. Wells, Chancellor, Indiana University.

The committee is exploring the possibilities and implications of expanding peaceful trade with the countries of Eastern Europe and the USSR. They will report their findings to the President.

PLASTIC ARTICLES

Manufacturer of plastic products is interested in becoming licensee of U.S. firm for all sorts of plastic articles for industrial use or for sale to retailers.

Write: Saar-Plastik GmbH, 6691 Winterbach/Saar, Germany. WTD.

Westinghouse scores at London Center

Westinghouse, using the London Trade Center as a point of departure, has begun a campaign to capture the British housewife's attention.

From March 29 to April 6 the company displayed 28 units of its range of domestic appliances. The Trade Center reported there has already been a big response from the trade and many orders have been taken from leading stores.

Featured were such units as refrigerators, cookers, washing machines, dryers, dishwashing machines, freezers and waste disposers.

Westinghouse plans to follow this up with heavy consumer advertising late in the summer. This will be concentrated in leading color magazines, the Trade Center reported, and will emphasize the luxury features—many of them new to Britain—of the firm's home appliance range.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

The success of the Westinghouse display illustrates the value to American companies of the promotion facilities provided by the Trade Center.

The Center's primary function is to stage an annual program of trade shows broadly representative of U.S. products in selected categories. During the intervals between these major exhibitions—there are approximately eight in a year—the Center's display facilities are made available to individual companies.

More and more firms are taking advantage of this promotion facility in an area of London where display space is at a premium. Some use the Trade Center window only; others, like Westinghouse, use the entire reception and exhibition area and mount displays which are virtually full-scale exhibitions.

The next exhibition at the Center will be devoted to audio-visual equipment and training aids and will run from May 11 to 21.

THREE WOMEN journalists note features of a Westinghouse cooker on display at the London Trade Center.

Hotel, Restaurant equipment exhibit planned in Bangkok

U.S. manufacturers of products to facilitate large-scale servicing and feeding will have an opportunity to demonstrate and sell their wares in a hotel, restaurant and apartment house equipment show at the Trade Center in Bangkok Sept. 15-Oct. 1.

A survey conducted for the Commerce Department's Bureau of International Commerce indicates continuing expansion in construction and modernization of commercial building, creating a $10-million market for contract furnishings, builders' hardware and institutional catering equipment.

Low-priced products which are durable and efficient are in greatest demand. However, there is a growing market for new and more sophisticated products, primarily in food handling devices, providing they can increase food output while lowering production costs.

The sales potential for U.S. goods is strengthened by the stability of Thai currency, ample gold reserves and foreign exchange holdings and very liberal licensing and exchange controls.

A recent reduction in electric rates is expected to spur sales of equipment and appliances powered by electricity.

The products most likely to be in greatest demand are:

Hotel supplies and equipment, including contract furnishings, floor coverings, build-

ers' hardware, master-keyed locks, drapery and curtain hardware, intercom systems, laundry and dry cleaning equipment.

Restaurant and institutional cooking articles and equipment of all types.

Food handling and kitchen equipment, including all kinds of grinders, cutters, dispensers, blenders, beaters, servers, storage units.

Food storage and miscellaneous kitchen equipment, including refrigerators, ice making machines, ice cream storage and dispensing devices, waste disposals, water purifiers and heaters, dishwashers, sinks.

15 U.S. companies to mount displays at Bangkok show

Metal-working machine producers seek share of $2-million market

Fifteen U.S. manufacturers and distributors of metalworking equipment will seek a share of the $2-million Thailand market when they exhibit their products this week in a metalworking machines and equipment show at the Trade Center in Bangkok, April 14-30.

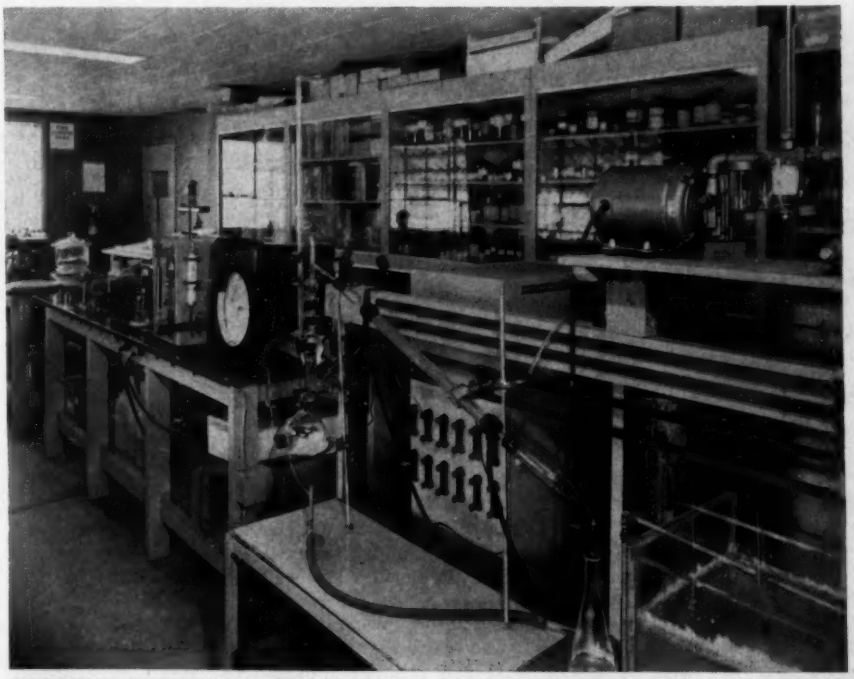
A market survey prepared for the Commerce Department's Bureau of International Commerce (BIC) indicates stepped-up industrial development in Thailand, which has created a growing demand for metalworking devices.

Factory and other commercial construction, as well as residential building, is mushrooming. Further, farm machinery and motor vehicles are coming into more general use.

Since metalworking tools, vital to industrial maintenance and repair, are not produced locally, Thai businessmen must look to other countries to fill their needs.

According to the survey, U.S. products enjoy the advantage of Thai confidence in their superiority—particularly their durability. However, many prospective Thai purchasers have a distorted idea of U.S. price tags. Although, in many cases, they are familiar with high-priced, sophisticated products, they generally are unaware that U.S. production includes less complicated items in lower-price ranges.

At the show, which will be held April 14-30, American manufacturers and suppliers can meet prospective customers and clear up misconceptions, thus clearing the way for a larger volume of sales.



DR. LANCY is deserting his laboratory (above) temporarily while he lectures at the Tokyo Trade Center.

Consulting engineer to give two lectures

Dr. Leslie E. Lancy, one of the leading consulting engineers in the U.S. metal finishing industry, has agreed to give two technical lectures to a selected audience during the metal finishing equipment exhibit in the Trade Center in Tokyo June 29-July 8.

Market research developed earlier in support of this Show indicates that potential Japanese users of products and services available from the U.S. are particularly interested in the latest technical advances.

Dr. Lancy, president of Lancy Laboratories, Inc., of Zelienople, Pa., has scheduled two separate subjects in connection with the overall trade promotion program during the exhibit. One lecture will deal with the problem of waste treatment and disposal in the metal finishing industry and the other will cover new metal finishing developments and techniques.

Several leading firms in the U.S. industry have indicated that they will be exhibitors. Trade Fair officials believe that a good cross section of the latest and the best that the U.S. has to offer will be exposed to Japanese customers, who are already well informed and highly selective. Exhibit space is still available.

Detailed market research material, including trade interviews in Japan, were used in the preparation of an Export Market Guide which pinpoints the present sales opportunities for U.S. suppliers.

Copies of this report as well as specific details concerning the exhibit at the Trade Center can be obtained by writing to the Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230 or by telephoning Area Code 202, WO 7-3973.

THERE'S STILL TIME

If you're planning to send business proposals for use at trade fairs in Brussels, Bordeaux and Cologne, here are the deadlines:

April 15 is the cutoff date for proposals sent for the Brussels fair. Manufacturers and suppliers have until June 1 to send in BP's for the Bordeaux fair. Those interested in the Cologne fair have until June 10.

Details about these fairs appeared in INTERNATIONAL COMMERCE March 1. Deadlines inadvertently were given as April 1.

British
Communications & Electronics

Price 3s. 6d.

A HEYWOOD PUBLICATION

February 1965

Are We Losing Control ?

IT is quite clear that, from the sales point of view, British manufacturers of electronic control equipment are in for a tough time ahead. This was very evident to anyone who visited the highly-successful American Electronic Control Equipment Exhibition organized by the US Dept. of Commerce at the United States Trade Centre in London recently.

One of the most well-organized trade shows ever held in this country, it was really geared for business, but business in an informal and intimate atmosphere. About 50 companies, mainly small concerns, showed mostly competitive equipment on neat, inexpensive stands (or rather 'booths') only about 4 ft. wide by 2 ft. deep, rather like the 'Phys. Soc.,' but infinitely more attractive, due to the intelligent use of colour and typography on the placards.

No previous knowledge of electronics was needed to understand the nature of the exhibits, because every effort had been made to stimulate interest and promote enquiries. Every effort had also been made to ensure that all enquiries were answered, both during and after the show. The thoroughness of the organization was such that one received the impression every contingency had been catered for. There was even a machine dispensing coffee—free! This efficiency is being demonstrated throughout the world with equal effect. Thus the exhibition gave some idea of the stiff competition to be encountered overseas.

If we are to meet this challenge we must adopt similar methods. It's no good inviting delegations from abroad to visit our factories and telling them how good we are—the Swiss delegation entertained by BEAMA last year was a good example—it doesn't impress. The Swiss politely said so at the end-of-tour reception. Instead, the Board of Trade, in conjunction with the relevant trade associations, should stage similar hard-selling exhibitions at British Trade Centres abroad. It would seem that although the British have a talent for engineering ingenuity, another type of ingenuity is required to see that more talent must be applied to publicity and sales promotion if, electronically speaking, we are to remain in control.

What the British think of a Bureau of International Commerce Trade Center show of U.S.-made electronic control equipment is shown by this clipping. Reprinted by permission of British Communications & Electronics.

Spanish boom creating prime export market for U.S. goods

Tariff cuts aim to curb inflation through imports of scarce goods; U.S sales jumped 12% in '64; account for 16% of total imports

The possibilities for increasing U.S. sales to Spain especially of capital equipment, are becoming more and more promising as the Spanish economy advances rapidly. The outlook for continuance of the current boom is good, if mounting inflationary pressures are held in check.

Spanish gross national product has increased by 6% annually in real terms over the past four years, reaching a record high of $16 billion in 1964. Expansion seems solidly based on stepped-up production, strong consumer demand arising from growing personal incomes, a high rate of domestic and foreign investment, a growing capital market, a variety of natural resources, and an abundance of trainable manpower.

Gold and convertible exchange reserves stood at over $1.4 billion by the end of 1964, up $300 million from December 1963. Peak tourist receipts ($900 million from 14 million tourists in 1964), emigrant remittances, and capital inflow are continuing to offset Spain's traditional trade deficit.

The cost of living index rose 13% in 1964. The Government cut tariffs in December, hoping that increased imports would relieve upward pressure on prices. No stringent monetary or fiscal measures have been taken yet.

Imports have soared since 1959, when the Stabilization Program ushered in a new era of Spanish prosperity by lifting the economy out of isolation, firming up the peseta, and introducing a real market system. This is especially true of machinery and raw materials.

Imports skyrocket

Between 1962, when the Spanish breakthrough began to pick up steam, and 1964, American exports of non-electrical industrial machinery to Spain tripled ($56 milllion in 1964), while sales of electrical machinery doubled ($27 million in 1964).

If the 1964 rate of industrialization is maintained, the upward trend in imports of producer durables and raw materials should continue. The 1964 increase of 11.6% in industrial production, even allowing for price changes, amply surpassed the 7.3% target set by the 1964-67 Development Plan. Sectors exceeding their targets included electric power, automobiles, pyrites, nitogen fertilizers, petroleum, and cement. No sector is reported to have fallen below 80% of its goal. Traditional industries such as textiles and mining fared the worst, and they are badly in need of structural reorganization.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Interest to U.S.

Of particular interest to American businessmen were the Government's approval in late 1964 of a billion-dollar modernization program for Spain's national railway system (RENFE) and the announcement of plans to increase steel production to 5.8 million tons annually by 1967.

Total U.S. sales to Spain reached $310 million in 1964, up 12% from the $277 million of 1963; they accounted for 16% of total Spanish imports. Besides machinery, principal American exports were grain, vegetable oils, tobacco, coal and petroleum products. Almost all U.S. exports now shipped to Spain represent private commercial sales, since the U.S. economic aid program for Spain ended in 1962 (except for PL-480, Title III shipments).

Spanish imports from all sources in 1964 climbed to $2.3 billion, an advance of 15% from 1963, with the increase spread among 18 of 21 customs sections. Machinery and electrical equipment accounted for about 25% of total imports and amounted to $550 million, a jump of about 28% over 1963. Other categories with a higher-than-average rate of increase were feedgrains, minerals, chemicals, and metal manufactures.

Large decreases occurred in imports of animals and animal products (mostly meat), animal and vegetable oils and fats

FISHING AND TOURISM are priming the economies of beach resorts such as Torremolinos (Malaga).

(especially soybean oil), and transport material.

Several Government measures during the latter part of 1964 should affect foreign trade. On the negative side, new import fees compensating for equivalent internal manufacturing taxes were introduced. These fees are levied on almost all imports and in most cases are higher than the old fiscal tax since they reflect newly imposed domestic taxes set by 1964's tax reform.

On the positive side, a new import liberalization list totaling 96 items was issued, and a new schedule of lower transitory duties was released. Over 60% of Spanish imports are now free from license or quota control.

U.S. purchases from Spain in 1964 amounted to $101 million, up 28% from the $79 million of 1963; they accounted for 11% of total Spanish exports and consisted mostly of olives and olive oil, almonds, wines, canned fish, cork, and various minerals.

Spanish exports rose faster than imports for the first time in years, but the trade deficit was still well over $1 billion.

Newcomers aid growth

New U.S. investors in Spain, such as Chrysler, U.S. Steel and International Harvester, together with American firms long established there, are actively contributing to the remarkable economic expansion. Some 30-40% of the $180 million in private foreign capital now going into Spain for both direct and portfolio investment each year, is American. Accumulated U.S. direct investment in Spain, based on original capitalization figures only, is at least $153 million.

Americans figured prominently in the year's 640 applications approved for investment in the Spanish "development poles," which are specific provincial areas designated for growth promotion. Industrial enterprises in these poles are eligible for special tax benefits.

A U.S. Industrial Machinery and Equipment Mission visited Spain last October, and its report ran in the Jan. 4 issue of INTERNATIONAL COMMERCE.

The United States will participate in this June's Barcelona International Trade Fair with a commercial exhibit featuring hand power tools, light machine tools and metal-working machinery.

AGRICULTURAL EQUIPMENT

Manufacturer of agricultural machines seeks U.S. licensing rights on all types of agricultural equipment.

Write: Ets. Joseph Blanc & Fils, 12 Quai du Commandant Reveille, Agde (Herault), France. **WTD.**

U.S. is second-ranking supplier to Malagasy, but share is meager

Commercial exports total only $2.3 million, while U.S. buys over $11 million from island nation; French dominate market

The Malagasy Republic is maintaining the growth trend of the recent past and its prospects for continued expansion are relatively bright. The U.S. trade share is not significant, however.

Final figures for 1964 are expected to show that economic growth more than offset the population increase and the rise in the cost of living.

The volume of foreign trade, Malagasy's most significant indicator of economic activity, showed an upward trend both on the import and export side.

Despite notable export gains, the January-November 1964 trade balance registered a deficit of $40.1 million. During that period imports totaled $123.7 million (against $115.3 million during the comparable period of 1963).

Major imports were trucks, tractors, and automobiles ($15.2 million); textiles ($14.8 million); metals and metal products ($13.2 million); and chemical and food products. Although still the second largest category of imports, textile imports were down significantly due to increased domestic production.

Exports for the first 11 months of 1964 rose to $83.6 million, against $72.6 million for the comparable period of 1963. Major exports were coffee ($21.7 million); sugar ($8.8 million), and sisal, vanilla and tobacco (together accounting for $18 million).

France remained Malagasy's most important trading partner, supplying $86.4 million worth of import needs and taking $43.4 million of the country's exports.

The United States was the second most important trading partner, but the level of U.S. trade was far below France. Imports from the United States were $5 million during the first 10 months of 1964, or 4.1% of the total.

These figures include not only commercial purchases from the United States, but also $1 million worth of AID-financed equipment, Title III agricultural commodities and items donated by voluntary agencies, as well as supplies and equipment for the new National Aeronautics and Space Administration installation, valued at $1.7 million. Thus, commercial imports totaled only $2.3 million.

With exports to the United States valued at $11.8 million, Madagascar had a favorable trade balance of $9.5 million with the United States for the 10-month period.

Madagascar's 1964-68 development plan calls for total investments of $673.5 million. Of these investments, $343.5 million will be for infrastructure and transport projects; $154.9 million for agricultural development; $114.5 million for industry and handicrafts, and $60.6 million for social and other projects. A large part of the funds for these projects is expected to come from foreign sources.

In late 1964, the Government of Madagascar announced a new industrial policy based on the two principles of coexistence between socialism and private enterprise and progressive Malagasization of industry. Investors will be accorded certain tax and other incentives and, where circumstances warrant, tariff and/or quota protection.

U.S. coal sales to ECSC may decline during 1965

A forecast by the European Coal and Steel Community (ECSC) indicates that coal exports to third countries will fall during 1965 to less than three million tons. Imports are also expected to drop slightly.

Imports from the U.S. into the Community for 1965 are estimated at 20.4 million metric tons in round figures, broken down as follows:

Germany 6.1 (including coal to U.S. forces); Belgium 1.6; France 1.8; Italy 8.2; Netherlands, 2.6.

In comparison with 1964 imports of U.S. coal, slight declines in 1965 in Belgium and France are expected to be offset by increases in Italy.

The major reduction in U.S. coal imports (about 800,000 m.t.) is expected in the Netherlands. However, in the forecast for 1964 the Netherlands was expected to import 3 million tons from the U.S. but actually imported 3.4 million. Also, the present forecast was made prior to the Netherlands decision on its 1965 coal import program.

Nine firms invest abroad

U.S. companies set up manufacturing operations in less developed countries

Nine U.S. private companies have recently reported investment in seven less developed countries including Nigeria, Colombia, Taiwan, Senegal, Venezuela, India and Haiti.

The firms' investments have received specific risk guaranties from the Agency for International Development to protect against losses such as inability to convert local currencies received from the investments into U.S. dollars, expropriation, war and insurrection.

Nigeria

The Pfizer Corp., a Panamanian firm and wholly-owned subsidiary of Chas. Pfizer and Co., Inc., New York, has invested in an operation involving the manufacture, packaging and distribution of pharmaceuticals and veterinary produces and plastics in Nigeria. The venture will provide employment, training and educational facilities in Nigeria.

The firm has been issued a $350,000 guaranty against inconvertibility and a $175,000 guaranty against loss from expropriation.

Colombia

The Company for Investing Abroad, Fidelity Philadelphia, will invest in Corporacion Financiera de Caldes S.A., Colombia, which will make medium and long term loans, equity subscriptions and underwritings and give guaranties to Colombian businesses and industries.

It also will provide technical assistance to Colombian firms. Guaranties of $200,000 each have been issued against inconvertibility and loss from expropriation.

Taiwan

Procter and Gamble, AG, Lucerne, Switzerland, wholly-owned subsidiary of

SUN-SHADED GIRLS work in Taiwan's fields planting slash pine seeds introduced from U.S. to produce seedlings used for reforestation in the north.

RAILWAYS ARE USEFUL to Nigerian coal mines where good transport facilities are a necessity.

Procter and Gamble Co., Cincinnati, has established in Taiwan Procter and Gamble Taiwan Corp. to make and sell synthetic detergents.

The firm has been issued two guaranties—one protecting against loss from expropriation, and the other against loss because of war, revolution or insurrection. They cover a loan in Chinese currency equivalent to $620,000 which the firm has receiced from AID.

Nigeria

The Brezina Construction Co., Inc., Rapid City, S.D., has set up a rock crushing plant in Nigeria which uses local labor and raw materials together with modern U.S. equipment to provide crushed rock at low prices for the Nigerian railroad and other local uses.

The firm has received guaranties totaling $849,474 against inconvertibility and loss from expropriation.

Taiwan

Chemtex, Inc., New York, has invested in the China Man-Made Fiber Corp., Taipei, to produce viscose rayon filament, staple fiber, cellophane and polyester staple fiber. This is the first staple fiber manufacturing facility to be put into operation in Taipei.

The polyester fiber product will be blended with cotton and wool fibers to produce fabrics for the local market and for export. The company has been issued convertibility, expropriation and war risks guaranties of $600,000 each.

Senegal

Morgan Guaranty International Banking Corp., New York, is participating, jointly with other banking corporations, in capital expansion and increased operations of Union Senegalaise de Banque pour le Commerce et l'Industrie in Senegal.

The corporation has received guaranties of convertibility and against loss by expropriation of $204,100 each.

Venezuela

Central Soya Co., Inc., Fort Wayne, Ind., has made loan investments in two firms in La Victoria, Venezuela—Aliementos Agro Tropical, C. A., and Incubacion Tropical, C. A. The first firm operates a feed mill for production of livestock and poultry feeds and the second an egg hatchery, poultry farm and dressing plant.

In both cases, the U.S. firm is introducing methods and materials to improve the quality of Venezuelan poultry.

Three guaranties protecting against losses due to inconvertibility, expropriation and war risk—amounting to $100,000 each—have been issued under the investment in the first firm. For the second investment, the U.S. firm has received guaranties—amounting to $600,000 each—covering the same three contingencies.

India

The Great Lakes Carbon Corp., New York, in cooperation with an Indian partner, has established a corporation in India for the manufacture of graphite for industrial use. The new plant is expected to provide all the Indian needs for graphite electrodes. At present, India imports all it uses.

The corporation has been issued guaranties against inconvertibility and expropriation, each for $1.05 million.

Haiti

Louis Scharf, Irvin C. Shaffer and Robert H. Bitter, a New York investing group, established the Haitian Manufacturing and Specialty Company in Haiti for the manufacture and sale of chocolate, cocoa butter and tropical fruit products.

The enterprise employs local labor to operate its factory and plantation and earns foreign exchange for Haiti. Guaranties protecting against losses due to inconvertibility or expropriation, in the amount of $520,625 each, will cover an additional investment in the foreign concern.

BIC does away with two export license rulings

The Department of Commerce has revised its Commodity Control List, liberalizing two export regulations.

The changes were reported in Current Export Bulletin 912—supplement to the Comprehensive Export Schedule—prepared by the Department's Bureau of International Commerce (BIC).

BIC has terminated (1) the validated license requirement for certain types of statistical office machinery, and oil and gas burners for continuous combustion, exported to Latin America, Western Europe, Poland and Rumania.

Licenses are required now only when such commodities are destined for Hong Kong, Macao, and the Sino-Soviet Bloc;

(2) the requirement for validated licenses for shipments to Hong Kong and Macao of a variety of commodities, including certain types of crude rubber, petroleum lubricating oils, antibiotics, copper and aluminum powders, and dyestuffs.

Current Export Bulletin 912 also includes a complete reprint of the new Commodity Control List, incorporating a number of administrative changes.

Single copies of Current Export Bulletin 912 may be purchased for 25 cents from Department of Commerce Field Offices and in Room 6043, Department of Commerce building.

The Comprehensive Export Schedule and all Current Export Bulletins are available domestically for $7; the foreign cost is $9.

New shipper's declaration should save exporters time and money

Makes automation feasible in filling out standard export packet; U.S. exporters can still use old form until April 1, 1966

The U.S. Department of Commerce has redesigned its shipper's export declaration to save time and money for U.S. exporters.

The new alternate form has been revised to conform to some seven other export documents so that all eight can be made out in one operation by using a re-reproducible master. Automated techniques could, for the first time, be introduced through the use of the standard export packet. The shippers' export declaration is one of two government forms in the packet. The other is the Bureau of Customs drawback application.

This program to simplify entrance and clearance procedures for export documentation has been developed through the cooperative efforts of leading ocean shipping groups and the National Facilitation Committee's Subcommittee on Trade and Shipping.

Format sponsors

Shipping industry sponsors of the new standard export format are the American Merchant Marine Institute of New York and the Marine Exchange of San Francisco with the cooperation and support of the Pacific American Steamship Association and leading freight forwarders.

The National Facilitation Committee was established to unify the U.S. Government's efforts to simplify procedures relating to the movement of goods or persons across international borders. The main objective of the Committee is to reduce the costs of U.S. exports by simplifying various procedures, both governmental and non-governmental. The Bureau of International Commerce provides the secretariat for this activity.

Use of the new form is optional until April 1, 1966, and the present form (Commerce Form 7525-V, revised July 1962) is acceptable until then.

Sample copies of Commerce Form 7525-V-Alternate, revised January 1965 as well as more detailed information concerning the use of the form may be obtained from the Foreign Trade Division, Bureau of Census, Washington, D.C.; the Foreign Trade Branch, Economic Operations Division, Bureau of Census, Room 434, Customhouse, New York; Collectors of Customs; Department of Commerce field offices located in principal cities; the American Merchant Marine Institute, Inc., 11 Broadway, New York, N.Y., and the San Francisco Marine Exchange, World Trade Center, Room 303, San Francisco, Cal.

U.S. traders can buy surplus Navy tanker

A former Navy tanker, the MISSION SAN ANTONIO, is being offered for sale by the Maritime Administration to U.S. citizens on a competitive bid basis. The MISSION SAN ANTONIO may be used for commercial operation, but not as a tanker in the carriage of liquid cargoes. The ship must be documented under U.S. flag and registry for at least five years after its sale.

The tanker may also be purchased for dismantling and scrapping within the U.S., with right to re-use its machinery, or it may be used for non-transportation use, such as a warehouse, an oil drilling rig, or a hopper dredge.

A citizen who purchases the ship for commercial operation, might, for example, install grain fittings so the vessel could be used as a grain carrier, or have it jumboized to serve as a bulk carrier.

In December 1964, the Navy notified the Maritime Administration that the tanker was surplus to its needs, and the ship was placed in the James River anchorage. Since the ship was owned by the Navy on June 30, 1950, it does not come within the so-called "freeze" on sales of Maritime Administration ships.

Bids received for the MISSION SAN ANTONIO will be opened at 2:15 P.M., on April 29, 1965, in Room 4519, GAO Building, Washington, D.C.

For bidding forms, **write:** the Ship Sales and Disposal Branch, Maritime Administration, 441 "G" Street, NW., Washington, D.C.

U.S. firms to sell automotive supplies to Japanese dealer

A Japanese manufacturer plans to purchase U.S. automotive equipment to increase the capacity of existing forging and stamping shops and to set up casting and machine shops and body fabrication, painting and assembly shops.

Included among the items to be sold by U.S. manufacturers to Toyota Motor Co. Ltd., are lathes, grinders, broaching machines, chucking machines, milling transfer machines, gear shapers, forging press and hot extrusion presses.

U.S. suppliers of the equipment, financed under an $11 million Export-Import Bank loan, are expected to include Ajax Manufacturing Co., Cleveland; Barnes Drill Co., Rockford, Ill.; Bryant Chucking Grinder Co., Springfield, Vt.; Buhr Machine Tool Corp., Ann Arbor, Mich.; Bullard Co., Bridgeport, Conn.; Burgmaster Corp., Gardena, Calif.; Cross Co., Fraser, Mich.; Cincinnati Milling & Grinding Machines, Inc., Cincinnati;

Cone Automatic Machine Co., Windsor, Vt.; Erie Foundry Co., Erie, Pa.; Fellows Gear Shaper Co., Springfield, Vt.; Gleason Works, Rochester, N.Y.; Landis Tool Co., Waynesboro, Pa.; La Pointe Machine Tool Co., Hudson, Mass.; R.K. Le Blond Machine Tool Co., Cincinnati; Mattison Machine Works, Rockford, Ill.; McKay Machine Co., Youngstown, Ohio;

Michigan Tool Co., Detroit; National Acme Co., Cleveland; National Broach & Machine Co., Detroit; National Machinery Co., Tiffin, Ohio; Norton International, Inc., Worcester, Mass.; Press Automation Systems, Inc., Detroit, and Sheffield Corp., Dayton, Ohio.

Indian Railways to buy 21 U.S. diesel locomotives

The Indian Railways will purchase 21 diesel-electric shunting locomotives from U.S. suppliers to do the work of 32 steam engines in three major marshalling yards.

Two years' supply of spare parts will also be included in the purchases.

Freight traffic over the Indian Railways System more than doubled during the period from 1951 to 1963 but the route mileage increased only 6%.

The purchases will be made through a $3.8 million Agency for International Development loan.

Jordan enacts new income tax law

Jordan has enacted a new income tax law to achieve a more progressive structure, increase revenue, and improve administrative organization and procedures.

The rate and bracket structure has been revised progressively, levying higher rates on the upper brackets, with a maximum rate of 50% for income in excess of $22,400.

Moreover, a standard 15% deduction is permitted on all wages and salaries. Corporate profits are taxable at a flat rate of 25%. Dividends are not subject to taxation.

The increased revenue accruing to the Government is estimated in the magnitude of $700,000 annually. The largest portion of this amount will result from a provision requiring all taxpayers who have not been assessed by June 1 in any fiscal year to pay an amount equal to 50% of the last final assessment for the current year and each intervening year since the last assessment.

Change in corporate tax

The corporate tax change is expected to account for much of the remaining increase, for under the previous law a significant portion of corporate taxes had been rebated to lower income shareholders.

The organization and procedures improved by the new law include creation of a special court for tax appeals, greater penalties for slow payment and offenses, and provisions giving the Income Tax Director authority to reopen tax cases, require mandatory bookkeeping and self-assessment. The tax calendar also has been improved.

For a copy of the new law, on loan, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Spain extends suspensions

Spain has extended previously-enacted duty suspensions, because of increasing demand, for anthracite coal (tariff No. 27.01-B) through May 5; ammonium sulphate (31.02-E) and ammonium sulphonitrate (31.02-F) until May 19; and ammonium nitrate mixed with non-fertilizing substances (31.02-I) until April 17.

Germany opens quota for apple, pear juices

Germany has opened an import quota for apple and pear juices, including concentrates, also mixed, from the U.S. and Canada.

Applications for import licenses may be made until exhaustion of the undisclosed value limit but not later than June 30. Country of origin and exportation must be the same. Import licenses will be valid for six months.

In the case of concentrates the following quality standards must be observed: at 36° Baumé minimum total acid (calculated as tartaric acid) 3.93%; at 37°, 4.08%; at 38°, 4.23%; at 39°, 4.36%; at 40°, 4.52%.

At the same time, Germany extended an import tender for canned pears, to allow imports from various countries including the U.S.

Applications for import licenses may be submitted until the exhaustion of the undisclosed value limit but not later than June 25. Licenses will be valid until June 30. The validity of licenses already issued will be extended until June 30, upon application.

India opens free trade zone at Kandla Port

India has opened its first Free Trade Zone at Kandla Port in Gujarat State, patterned after the Foreign-Trade Zones in the U.S. and operated under the Ministry of Commerce.

The main objective of this free trade zone is to promote Indian exports and earn foreign exchange. The zone comprises a Customs Free Area primarily set up for manufacturing and reprocessing of imported raw materials for export and for transit trade.

For more information on the free trade zone or warehousing facilities in the area, **write:** L. M. Kaul, Administrator, Kandla Free Trade Zone, Post Bag No. 7, Gandhidham, Gujarat, India.

AIRPLANES, COMPONENTS, SERVICING EQUIPMENT

License sought to produce metal airplanes up to six tons of take off weight, aircraft components and aircraft ground servicing equipment.

Write: Rhein-Flugzeugbau GmbH, 405 Moenchengladbach, Flugplatz an der Niersbruecke, Germany. WTD.

Japan reduces still camera production

Excessive year-end inventories of still cameras have caused the Japan Camera Industry Association to adopt a plan to cut production of 35-mm. still cameras to 10% below the level prevailing in the latter half of 1964.

This is expected to reduce by about 5% the output of all still cameras.

Production of still cameras in 1964 reached 4,597,346 units, 13% above 1963, while manufacturers inventories at year-end touched 340,717 units, only slightly above the quantity considered "normal". However, untabulated retailer and wholesaler inventories soared during 1964, as manufacturers used various inducements to boost sales. Retailers and wholesalers inventories of still cameras at the end of December 1964 are estimated at over 1.1 million units.

The Executive Director of the Association, in explaining the need for the curb, emphasized that the Japanese camera industry is not in serious trouble.

The mechanics of the cut require that a company reduce its production of all 35-mm. still cameras by 10%. Within this overall limit each company may regulate at will its production of individual models.

The production cut must technically be approved by the Ministry of International Trade and Industry, but since unofficial approval has been received this is considered only a formality.

Denmark to remove some import curbs

Denmark has issued a tentative list of goods scheduled to be free of import license effective July 1.

The goods include refrigerators with a cubic content of 200 liters and less, washing machines, bicycle tires and tubes, transportation and conveyor belting, wall paper and granite.

A timetable has been prepared by the Ministry of Commerce for the remaining quantitative restrictions on industrial products in addition to those liberalized on July 1. Other products will be liberalized on Jan. 1, 1966, July 1, 1966, and Jan. 1, 1967. Chocolate, candy and biscuits are among the commodities to be liberalized last.

Spain publishes 1965 global import quotas

The Spanish Government has published the 1965 global import quota list, amounting to a commitment to allow a stated quantity of imports of each of the defined groups of commodities.

Frequently the Government will issue licenses for more than the announced quota. These imports may come from several countries including the U.S.

The list of quotas for 1965 is similar to that for 1964 which came to approximately 13% of the total value of approved import licenses and declarations. The total value of the 1965 quotas is about $138 million, approximately 11% over the 1964 total. Most of the individual quotas have been increased 10 to 20%.

The import commodity groups and their total annual value (in millions of pesetas; 60 pesetas = US$1) for 1965 are:

Hops, 26.4; meat preserves, 20; fruit preserves, 20; preserves for children, 6; various food products, 4.5; soups, broths and preparations, 6; beer, 10; coal for coking, 110; anthracite, 18; inorganic chemicals, 36; organic chemicals, 89; pharmaceuticals, 63; varnishes, inks, pigments and similar preparations, 24; perfumery and cosmetics, 15;

Surface-active agents, lyes, lubricants, glues, 72; phenoplasts and phorane resins, 28.5; aminoplasts, 18.5; other condensation, policondensation and poliadition products, 153; styrenepolymerization products, 7; PVC, 20; other polymerization and copolymerization products, 153; plastic products, 26.4; non-liberalized wood products, 10; paper and products, 500; various natural textile fibers, 9; various natural textile yarns, 12; yarn of coir, 36; woven fabrics from various natural fibers, 58;

Tulle, laces, velvet and knitted goods, 13.2; special textile fabrics, 12; carpets and rugs, 5.5; ready-made apparel, 15; other manufactured textiles, 9; articles of china and glass, 33; imitation jewelry, 6.6; cables, ropes, 39.6; structures and similar of iron or steel, 18; containers of iron or steel, 19.8; gauze, fencing, of iron or steel, 9.9; hardware of iron or steel, 13.2; stoves, non-electric heaters, of iron or steel, 8; central heaters, non-electric, of iron or steel, 10; household and sanitary articles of iron and steel, 15; other articles of cast iron or steel, 16.5;

Articles of copper, 8.25; articles of aluminum, 8.25; hand tools, 40.8; sawblades and carbide pieces for cutting tools, 45; cutlery, table sets, 16; non-liberalized outboard motors and parts, 30; non-liberalized naval motors and parts, 33; other non-liberalized motors and parts, 160; refrigerators up to 250 liters, 120; dumpers, 150; radio and television receivers, 25; radio transmitters and transmitter-receivers, 55; nonliberalized parts for electrical purposes, 60;

Tractors, 290.4; parts for tractors, 72.6; autobuses, fire engines and parts, 200; parts and elements for cars, 100; sound recorders and reproducers, 15; records, tapes, for sound recording, 20; toys, games, 25; capital goods for new installations, 5.

Summary available

A summary in English of the stabilization measures passed to eliminate certain imbalances in Italy's economy, up to February and updating an earlier summary of August 1964 is now available.

Write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Import charge on taxis reduced by Colombia

Colombia has reduced the import duty on taxis from 200% to 50% of the c.i.f. value.

These vehicles must have an f.o.b. value of not more than $1,700 and must meet the following requirements:

Four-door sedan, with the word Taxi perforated on the dashboard in letters no less than seven centimeters high.

Normal taxi equipment for each make and a minimum of reinforced shock absorbers, heavy-duty clutch, mountain transmission and tropical radiator.

The foregoing characteristics must be accredited before the Customs authorities by means of a certificate issued by the manufacturers, by the Superintendence Co., Inc., of New York, or by the International Inspection Corp. of Summit, N.J., and properly visaed by the respective Colombian Consul.

Import licenses may be granted only to legally organized automobile transport companies and to individuals who can prove to the Superintendency of Foreign Commerce that they are professional, public service drivers by presentation of the respective driver's card issued by a competent authority prior to the date of the present Resolution.

For a translation of the regulations, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Greece raises tire duties, exempts animal foodstuffs

The Greek Government has increased to 25% the import duties on solid and pneumatic tires for all types of vehicles, including passenger cars and tractors.

The new duty is applicable to the U.S. and all other countries, including the European Economic Community.

Previous specific duty rates amounted to 14.4 cents and 16.8 cents per kilogram for solid and pneumatic tires, repectively.

In other separate actions, duty-free exemption privileges were continued to the end of this year on imports of frozen beef, mutton, and goat meat.

Similar privileges were accorded imports of fishmeal, meatmeal, soybean flour, and special preparations suitable for livestock and poultry, such as vitamins, antibiotics, amino acids, inorganic salts, cod liver oil, tonics for reinforcing animal and poultry foodstuffs, and various patent medicines mixed with soybean flour, corn flour, bran or similar meal.

Venezuela changes duties on knitted underclothing

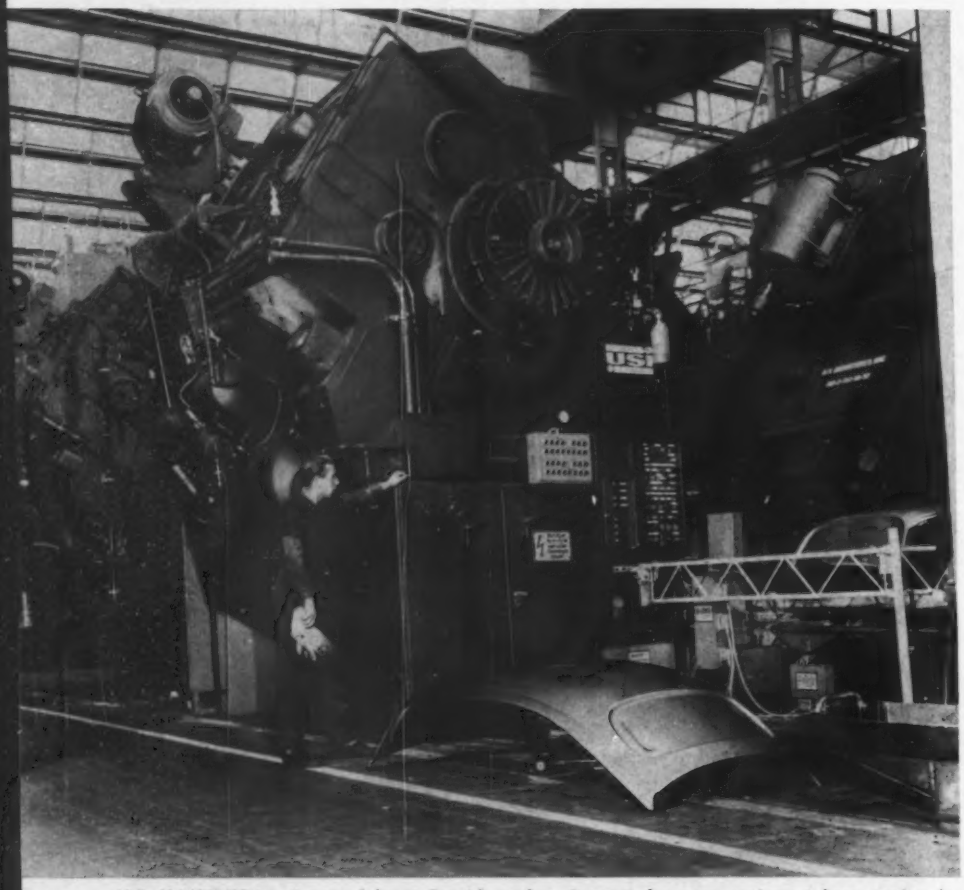
Venezuela has adjusted the duties on certain wearing apparel of artificial or synthetic fibers from approximately $28 per kilogram, gross weight, to a compound rate of approximately $22 per kilogram plus 20% of the c.i.f. value.

The revised duties apply to articles of women's clothing which are knitted or made of knitted fabrics including gloves and mittens; brassieres, bras, and elastic underwear; certain articles of underwear and nightwear; and other articles of women's clothing of any textile fiber mixed with less than 50% of artificial or synthetic fibers.

Israel liberalizes imports

The Israeli Committee for the Protection of Local Products has removed certain items from the prohibited list and established new customs duty rates.

Items with new customs duty rates to be imported under license are cocoa powder, $1.09 per kilogram plus 60% ad valorem; milk substitutes for animal feeding, 34%; sole leather, 35% but not less than 50 cents per kilogram; leather for coats, 45%; and hemp yarn, 25%.



U.S. MACHINERY is inspected by a Spanish worker. Requests for more equipment keep coming in.

Spaniards want more investment

The U.S. Industrial Machinery and Equipment Mission to Spain has reported additional licensing and joint venture opportunities for U.S. investors.

The Mission visited Spain from Oct. 24 to Nov. 21, 1964, and developed over 400 specific trade and investment opportunities for the U.S. business community.

Earlier findings were reported in INTERNATIONAL COMMERCE, Dec. 28, 1964, Jan. 4, Jan. 11.

203 Frozen Vegetables

Joint venture requested to expand vegetable freezing operation.

Write: Frutos y Derivados, S.A., Salamanca 33, Valencia. IR 359. WTD.

205 Bakery Products

Firm opening new cookie, biscuit factory in Central Spain would like joint venture with U.S. firm.

Write: Galletas SIRO, Alar del Rey, Palencia. IR 119. WTD.

207 Chewing Gum

Manufacturer of chewing gum interested in joint venture with U.S. firm to expand operations.

Write: Venyorma, S.A., General Sanjrujo 62 (Hospitalet) Barcelona. IR 31¹. WTD.

228 Thread Mills

Producer of white thread in all gauges seeks joint venture for dyeing, operations and production of synthetic thread.

Write: Hilaturas Pech Vidal, S.A., Ausias March 26, 4°, Barcelona. IR 195. WTD.

243 Prefabricated Housing

Seeks joint venture with U.S. company in prefabricated housing business.

Write: ICISA, Apartado de correos 1723, Barcelona. IR 217. WTD.

Seeks license to manufacture prefabricated elements used in building construction.

Write: Enrique Ravello, Almirante Mercer 28, Valencia. IR 416. WTD.

264 Plastic Bags

Wants joint venture to make large plastic bags for food products, vegetables.

Write: Industrias Incar, Varsovia 53, Barcelona. IR. 202. WTD.

283 Drugs

Desires joint venture to expand plant for pharmaceuticals, industrial chemicals.

Write: Lab. Hosbon, S.A., Av. Jose Antonio, 512. IR 238. WTD.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.

285 Paints

Wants joint venture capital, know-how to expand small paint factory. Interested in modern techniques on special paints such as marine hard finishes, porcelain finishes for house appliances, all types of industrial paints, finishes.

Write: Ferroluz, S.A., Torrelave; ga, Santander. IR 181. WTD.

307 Plastics

U.S. license sought for process of plastic rotation molding.

Write: Construcciones Mecanicas Safimo, S.A., Calle Alcazar de Toledo 12-14 San Adrian del Besos, Barcelona. IR 249. WTD.

344 Fabricated Metal Products

Would like license on joint venture for production of welding fittings, steel, aluminum window panes.

Write: General de Bridas, S.A., 13, Cadiz, Santander. IR 175. WTD.

345 Bolts, Screws

Seeks joint venture to expand plant facilities for production of bolts, screws.

Write: Crucelegui, S.A., 79 Gran Via, Bilbao. IR 169. WTD.

349 Fabricated Metal Products

Desires to manufacture under license valves for refrigeration industry, also solenoid valves.

Write: Jose A. de Pineda, Enrique Granados 113, Barcelona. IR 194. WTD.

352 Farm Machinery

Joint venture sought for manufacture of farm machinery.

Write: Rafael Giner, Francisco Cubells, 18, Grao-Valencia. IR 371. WTD.

354 Metalworking Machinery

Joint venture sought to produce hydraulic presses, other small machine tools.

Write: Taller Mecanico Prat, Santo Cristo 33, Barcelona. IR 192. WTD.

Manufacturer of heavy hydraulic presses desires joint venture with major U.S. manufacturer to expand operations in Spain.

Write: Hidropres Espanola, S.A., Juan Guell 145, Barcelona. IR 205. WTD.

Desires to manufacture all types of machine tools, power transmission equipment under license.

Write: Tecnik S.A., Pasco San Juan 97, Barcelona. IR 242. WTD.

Joint venture with technical, economic aid sought for manufacture of a complete line of U.S. machine tools.

Write: Talleres Blanch, Ltda., Madoz 3, Badalona. IR 230. WTD.

355 Special Industry Machinery

Manufacturer seeks joint venture to make tape-making machinery, for insulating tapes, industrial tapes.

Write: Industrias Ponsas, S.A., Bruch 25, Manresa (Barcelona). IR 330. WTD.

License sought to make food packaging machinery.

Write: Maquinaria Industrial, S.A., Apartado 56, Manresa (Barcelona). IR 278. WTD.

Desires license to manufacture kilns, dryers for making brick, tile.

Write: Talleres Ereza, Avda. de Cataluna 206, Zaragoza. IR 335. WTD.

Seeks license to manufacture woodworking tools, machinery.

Write: Comercial Sagrera, S.A., Calle Montserrat 46, Sabadell, Barcelona. IR 237. WTD.

Seeks license to manufacture dairy machinery, chicken houses, equipment for raising chickens.

Write: Pujol and Palacin, Avda. Martires 15, bajos, Reus, Tarragona. IR 316. WTD.

Wishes to manufacture under license machinery for bagging fruit, preparing fresh fruit, especially oranges.

Write: Constructora Mecanica Garcia, Alegre de Dalt 15, Barcelona. IR 231. WTD.

362 Electrical Industrial Apparatus

Manufacturer of small electric motors, hydraulic brake for machine tools seeks joint venture capital for expansion.

Write: Talleres Rubio, Palomar 36-38, Barcelona. IR 270. WTD.

366 Communication Equipment

Interested in licensing arrangements in sound equipment for motion picture films, radio and television stations; aircraft radio equipment; radio equipment for amateur and commercial use; marine electronics; operational amplifiers.

Write: Industrias Mecanicas Ruiz, San Adrian 72, Barcelona 16. IR 291. WTD.

396 X-Ray Equipment

Desires joint venture for assembly of X-ray equipment.

Write: D. Jose Grau Bonet, Avda. Campanar, 98, Valencia. IR 352. WTD.

371 Motor Vehicles Equipment

Large manufacturer of gasoline-powered motorbikes, scooters, wants to manufacture U.S. automotive products under license or joint venture.

Write: Permanyer S.A., Ausias March 113, Barcelona. IR 333. WTD.

Joint venture or license agreement sought to produce automotive air conditioning.

Write: Exclusivas Promac, Provenza 249-251, Barcelona. IR 282. WTD.

Algerian proposes dry cell battery joint venture

An Algerian seeks a licensing or joint venture arrangement to establish a dry cell battery plant in Algiers.

Acquisition of used, rather than new, highly automated machinery and equipment is preferred. Licensing rights to technical processes and short term technical assistance in organizing production is requested.

Write: Jean-Claude Tavernon, 22 Blvd. Colonel Bougara, Algiers, Algeria.

CLEANING MACHINES

Manufacturer of heat exchangers and ventilators seeks arrangement for manufacture of metal parts cleaning machines (metal degreasing, de-rusting, phosphating, chromating).

Write: GEMA AG, Apparatebau, 30 Herisauerstrasse, 9000 St. Gallen, Switzerland. WTD.

Textile joint venture sought for Honduras

A Honduran firm requests a joint venture with an experienced U.S. textile manufacturer to establish a plant for weaving and finishing rayon yarn, synthetic fiber cloth and their blends from imported materials.

Financial participation and technical know-how would be required of the U.S. investor.

The firm estimates a 3.5 million meter annual capacity plant would require an initial total investment of $1.7 million and a 5.8 million meter plant would need a $2.7 million investment.

It reports that the Central American Bank for Economic Integration is willing to grant a long-term loan equivalent to 60% of total capital requirements. Up to $500,000 can be raised in Honduras.

The company organized to promote this venture has been classified by the Honduran Government as a "basic new industry" and will receive income tax privileges and import duty exemptions for several years.

The cloth manufactured by the plant would be used for men's suitings and shirtings and women's outerwear. Sales would be in at least three of the five Central American countries. The current supply of rayon and synthetic fabrics reportedly depends almost entirely on imports.

Write: Salomon Barjum, 4 a. Calle No. 46, Tegucigalpa, Honduras. WTD.★

Mexican firm seeks license for engineering equipment

A Mexican manufacturer and importer of boilers, cranes and related heavy equipment for the sugar, food and chemical industries would like to negotiate a licensing arrangement with an experienced U.S. firm to make parts for heavy engineering equipment used in industrial plants.

Local manufacture is preferable to the delay created by import procedures. The firm is a subsidiary of a British concern. Details of the licensing arrangement are open to negotiation. A royalty arrangement would be given consideration.

Write: Babcock and Wilcox de Mexico, S.A. de C.V., Avenue Juarez, No. 117-Desp. 104, Mexico, D.F.

Investment potential seen for Nigerian starch production

Recent studies cite opportunities for manufacturing operations

Establishment of a starch manufacturing operation in Nigeria would provide a profitable investment opportunity in terms of attainable production levels, selling prices and raw material costs, a recent study shows.

The supply of cassava which could be made available to support a Nigerian starch manufacturing operation was assessed in the study by Arthur D. Little, Inc. for the Nigerian Ministry of Commerce and Industry.

Locational factors affecting a starch enterprise also were investigated to determine the most suitable location for such an industry.

To assure a dependable supply of cassava at prices permitting competition for world markets, the study stressed the necessity of establishing a plantation to supply at least part of the plant's cassava requirements.

Estimated return

A 48-ton a day cassava starch plant would require a total capital investment of about $1.6 million with the return on investment during the first six years of operation (when no tax liability is incurred) estimated at 21%.

To achieve this return, the full annual output of 14,000 tons must be sold as high-grade starch at an average selling price net of $89.60 a ton. Cassava must be purchased at an average cost to the plant of $7 per long ton.

A 9,000 acre plantation capable of producing about 33,000 long tons of cassava a year would require a total capital investment of about $506,800. The return on investment would be about 18% under assumed realistic operating costs and selling prices. A plantation of this size will supply about 50% of the requirements of a 48-ton a day starch plant.

An integrated starch industry—the plant and plantation—would require a total capital investment of about $2.1 million. Return on the investment would be about 20% during the tax holiday period.

The U.S. represents the major market for cassava starch which along with all unmodified tropical starches can enter the country duty-free. U.S. imports of starch have increased from 49,000 long tons in 1951 to 109,000 long tons in 1963.

Imports of cassava starch into the United Kingdom and Europe are estimated at 24,000 long tons a year, a small portion of total starch requirements. France with 13,000 tons and the United Kingdom with 6,700 tons are the largest importers.

For a copy of this report, together with an earlier study of the international market potential for Nigerian cassava products, **write:** Nigeria Desk, Arthur D. Little, Inc., Acorn Park, Cambridge, Mass. 02140.

Indian electrical company makes joint venture offer

The Ahmedabad Electricity Co., has made extensive plans to diversify its operations and proposes a joint venture with an experienced U.S. manufacturer to produce production gauges, micrometers, slide calipers, jig drill bushes and ancillary equipment for machine tools.

The Indian firm operates a thermal electric generating plant in Ahmedabad with an installed capacity of 217.5 megawatts.

Total project cost is estimated by the firm at around $2.2 million. The U.S. partner would be asked to contribute about $400,000 to cover the cost of imported machinery and equipment along with technical know-how and training of Indian personnel.

Details of the joint venture arrangements are open to negotiation. The Indian firm, however, notes that it expects a net return of 15 to 20% on equity investment in the project.

Findings indicate that alloy tool steel and other special steels will have to be imported for the diversification project, but forgings, castings and non-ferrous metals are available in India.

Write: Resident General Manager, The Ahmedabad Electricity Co., Ltd., Electricity House, Lal Darwaja, Ahmedabad 1, India.★ WTD.

JOINT VENTURE

Manufacturer of brass, bronze, copper or aluminum cocks, faucets, taps, and valves, tube and pipe fittings, gas-range connectors, hose-couplings is interested in expanding production and market facilities through joint-venture operations or licensing arrangements.

Write: Garnier-Garlandat, 24-26 Rue Beck, Bordeaux, Gironde, France. WTD.

Textile manufacturer wants U.S. partner

An Indian textile manufacturer of synthetic fabrics requests a joint venture with an experienced U.S. firm to produce nylon-6 textile filament yarn by an extrusion spinning process on a site near Bombay.

The planned capacity is two long tons a day on a three shift basis plus 220 lb. per day produced by a pilot mill.

Total cost of the venture is estimated at $7.3 million. The collaborator is expected to provide approximately $2.8 million to finance the cost of machinery imported from the U.S.

In addition to supplying portion of the capital, the U.S. firm is expected to provide technical know-how including the services of its technicians in training Indian personnel.

The Indian firm is prepared to pay for technical know-how in equity shares and will accept U.S. investment up to the extent of foreign exchange limitations approved by the Indian Government.

According to the firm, if a well-known technological leader in the field is found as a partner, the Indian Government is willing to consider majority ownership by the U.S. firm.

The firm plans to export enough yarn in fabric form at a loss to earn foreign exchange to cover the cost of imported caprolactam. It anticipates a profit of 16% after this export loss. As caprolactam is expected to be produced in India by 1967, this export loss is expected to be only temporary.

The demand for nylon-6 yarn is expected to more than double present consumption of approximately 6000 tons. It is reported that estimated demand by 1971 will be approximately 15,000 tons.

An official of the firm expects to visit the U.S. in May or June and wants to consult with any interested firms.

Write: Ashok Ramanlal, Director, Ashok Ramanlal, Kasturchand Mills Estate, Dadar, Bombay 28, India. IR 107.★

CROSS LICENSING

Cross licensing arrangements sought with U.S. manufacturers of leather, plastic and wooden bags for typewriters, record players, sewing machines, adding machines.

Write: B. Segger & Soehne, Schuetzenstrasse 24-29, 44 Muenster, Duesseldorf, Germany. WTD.

Ministry of Health in Iraq seeks porcelain, enamelware, various stainless steel items

The Directorate General of Medical Supplies, Republic of Iraq, has issued Tender No. 7/65, with a bid deadline of April 24, for the following:

A total of 1,000 milk jugs, ½ pint cap., white porcelain; 1,000 teapots, ¾ pint cap., white china, fireproof; 1,000 teapots, 1½ pint cap., white china, fireproof; and 1,000 flower vases, 1 pint cap., conical shape, light green porcelain.

Also 2,000 porcelain teacups, 200 c.c. cap., with saucers, light green outside, white inside; 1,000 porcelain coffee cups, 60 c.c. cap., with saucers, light green outside, white inside; and 1,000 water jugs, 10 pint cap., conical shape, enameled iron.

Also 1,000 water jugs, 5 pint cap., conical shape, enameled iron; 1,000 pails, conical shape, with cover, 11 in. x 11 in., white enamcled iron; and 1,000 stainless steel wash basins, 16 in. outside diam. with rim, 14 in. inner diam., 6 in. deep.

Delivery of items is to be made gradually within four months of contract award. Samples are requested, as well as a cash deposit or Iraqi bank guarantee amounting to 7% of first $2,800, plus 5% for remaining value of tender. Bids should be addressed to the President, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.

Tender and specifications are available on loan to firms located in the United States from the Consumer Durables Division, BDSA-6270, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2923).

Japanese expressway needs two additional portions

Japan's Highway Public Corporation invites international bidding on projects "E" and "F" for additional portions of the Tokyo-Nagoya Expressway.

The deadline for submitting prequalification applications is April 12. Those who qualify will be supplied seven days later with invitations to bid.

Copies of "announcement, prequalification and invitation to bidders" on Project "E" and/or "F" are available to U.S. firms, for loan only, from Building Materials and Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3601).

Viet-Nam plans to purchase printing materials, chemicals

The Central Purchasing Authority, 140 Hong Thap Tu (P.O. Box H-5), Saigon has announced Tender No. 1652-17035 for miscellaneous printing materials. Bid deadline is April 28.

Included, among others are: 3 kgs. thermographic powders; 4,000 reams white offset in 60 x 90 cm. sheets, basis weight 80 gr. per square meter; 5 bobbins of 50 kgs. each heavy-weight manila wrapping paper 110 cm. wide, basis weight 125 gr. per square meter; 2,600 reams art paper, coated both sides, 60 x 90 cm. sheets, with basis weight 105 gr. per square meter.

Also a wide variety of printing materials, chemicals and equipment among which are gouache for photogravure processes; benzine; scotch tape; photographic developers; multilith pads, wipes, and process solutions; and materials in offset printing.

The tender to bid, with materials specifications in French, is available on short-term loan, to firms located in the United States, from BDSA-6480, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3534.

Cardboard, tapes requested for Iran

The Iranian Tobacco Monopoly of Tehran has issued a tender with a bid deadline of May 29 for 2,500 spools red cellophane tape, 2 mm. wide, 7,000-7,500 meters each spool; 700 spools blue cellophane tape, 2 mm. wide, 7,000-7,500 meters each spool; 2,000 bobbins red cellulosic lifting strip, 6 mm. wide, for lifting cigarettes out of pack; 200 bobbins white cardboard, 96 mm. wide, 275-300 grams per square meter, to be used in cigarette manufacture and packaging.

Copies of the tender and samples are available on a short-term loan basis to firms located in the U.S. from the Forest Products Division, BDSA-6480, Department of Commerce. Washington, D.C. 20230. (Telephone: 202-WO 7-3003).

Iraq to buy textile equipment

The Army Martyrs Administration Services, Muasker Al-Rashid, Baghdad, has issued a tender for the supply of woolen textile machinery. Bid deadline is May 15.

Additional information and terms and specifications may be obtained from the issuing authority for $2.80, plus air mail charges.

Mexico seeks registrations on road construction projects

The Secretariat of Public Works invites interested firms to register to be eligible for an invitation to bid on Mexico's highway construction projects, worth $64 million to be completed between 1965 and 1968.

May 5 is deadline. From information submitted to the Secretaria de Obras Publicas, Boulevard Xola y Ave. Universidad, Mexico 12, D.F., firms will be invited to bid on various contracts, each of which will cover approximately $2 million worth of construction.

Firms that receive bid invitations will have 45 days to submit their bid, and the selected bid winners will have 30 days to sign a contract and meet all legal requirements.

Registering information, forms to submit and project data are released in the folder, printed in Spanish, titled "Invitation for Preliminary Selection." Interested firms in the United States can request this folder directly from the U.S. Embassy, Mexico City or obtain a copy, on loan only, from the Building Materials and Construction Industries Division, Room 4014, BDSA 6460, Department of Commerce. Washington, D.C. 20230. (Telephone: 202-967-3601)

Complete aerial tramway for limestone transport requested in Colombia

The Planta Colombiana de Soda—Costa Atlántica (Colombian Soda Plant—Atlantic Coast) has published an invitation to bid for furnishing one complete tramway hauling system to transport crushed limestone from the crushing plant at San Pedro to the soda ash plant yards at Mamonal, near Cartagena.

The tramway should be of the by-cable type. The system must be complete with loading station at the site of San Pedro, carriage loading hoppers for fines and calcining material, hopper feeders with adequate starting and stopping control, traction rope drive with motor and controls; track cable anchoring, loading and siding carrier rails and general structures.

Also supporting or track cables; traction rope system with grip driving pulley; towers; carriers or cars of the lower grip type; unloading station at Mamonal, with carriage overturning device for storage of materials; traction rope return pulley and grip release system; traction rope tightener; track cable counterweights and all sundry components; control and safety devices, for a round-out tramway system.

The length of the tramway line, from center line of loading hoppers at San Pedro and center line of return pulley at Mamonal Station, is six kilometers and 233 meters. Capacity of the system should be about 160 metric tons per hour.

Cable carriers should travel at no more than 2.8 meters per second and the lowering of this speed to permit the travel of a personnel carrier for inspection purposes should be provided. Electric power should be 3-phase, 60-cycle, 440 volts for all motors; lighting at 110 volts.

The tender documents (Licitación) No. E-7 may be obtained before April 20 from the Planta Colombiana de Soda. Edificio Banco de la República, Piso 12, Bogotá, for 1,000 pesos (about $72). The latter amount will not be reimbursed.

All bids must be accompanied by a guarantee bond amounting to 10% of the value of the bid. Bid deadline is June 4.

This tramway system will be financed by the Inter-American Development Bank within the programs of the Alliance for Progress.

One copy of the tender documents and drawings is available for inspection only in Room 4025, ACME Division, Department of Commerce, Washington, D.C.

Philippines to construct third proposed aqueduct

The Philippines' National Waterworks and Sewerage Authority invites bids on the construction of a proposed 3rd Novaliches-Balara Aqueduct in Quezon City.

Deadline is May 6 for bidding on tender contract No. 1-3b. Interested bidders may obtain a copy of the advertisement and information, plans and specification for $30.

Write: General Manager, National Waterworks and Sewerage Authority, 176 Arroceros, Manila, Philippines.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crops

GERMANY—Bread grains, feed grains, oilseeds. Seekamp & Tewes (importer, exporter, wholesaler), 56 Soegestrasse (P.O. Box 618), 28 Bremen. WTD 6/24/64.

013 Livestock

MALAYSIA—Day-old chicks. Requests replies from suppliers, quotations cif Singapore. Prices must be competitive. Mr. Ho Seng Choon, Lian Wah Hang (importer, exporter, wholesaler, retailer), 109/111-A Market St., Singapore 1. WTD 11/24/64.

019 Commercial Farm Products

GERMANY—Seeds for agricultural purposes. Seekamp & Tewes (importer, exporter, wholesaler), 56 Soegestrasse (P.O. Box 618), 28 Bremen. WTD 6/24/64.

HONG KONG—Grass coverings, in the form of fertilized dirt or mulch, mixed with grass seeds which sprout when watered, for use in covering many types of bare areas, e.g., golf courses or grassless hill land. Alexandra, James & Co., Ltd. (importer, exporter), Rooms 512/513, No. 9, Ice House St., G.P.O. Box 735, Hong Kong. WTD 5/29/64.

149 Non-Metallic Minerals

JAPAN—Asbestos fibre. Kyowa Boeki Co., Ltd. (Kyowa Boeki, K.K.) (importer, wholesaler), 2-1 Hongo, Bunkyo-ku, Tokyo. WTD 3/10/65.

200 Food, Related Products

BRITISH GUIANA—Foodstuffs, all types, including canned products, onions, garlic, pickled beef and pork. Kwong Wah Loong Co. (commission merchant, agent), 15/16 Holmes and Queen Sts., Georgetown. WTD 2/26/65.

201 Meat Products

BRITISH GUIANA—Pickled meat. Commission merchant and agent requests replies from producers of barreled pickled meat. Kwong Wah Loong Co., 15/16 Holmes and Queen Sts., Georgetown. WTD 2/26/65.

202 Dairy Products

PAKISTAN—Non-fat dry milk, $100,000 under PL 480. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West Pakistan. WTD 3/15/65.

203 Canning, Preserving Foods

FRANCE—Canned food products, medium-priced, good quality, including canned fish and crab meat, vegetables, fruits, in standard-size tin cans. Agency and exclusive distributorship desired for Senegal, Gambia, Mali. Potential direct importers. Requests quotations from producers and exporters only. Etablissements Maurel & Prom (importer, exporter, wholesaler), 18 rue Porte-Dijeaux, Bordeaux, Gironde. WTD 3/5/65.

GERMANY—Canned fruits: peaches, apricots, pineapples, cherries, tangerines. Canned vegetables: beans, peas, mushrooms. Direct purchase and agency. Unitas Handelsgesellschaft Leipert & Co. (importer, exporter, wholesaler, sales agent), 6 Bahnhofstrasse, 28 Bremen. WTD 10/17/63.

Canned and dried vegetables and fruit, all types. Direct purchase or agency on exclusive basis. Biolabor G.mb.H. (manufacturer, wholesaler, exporter), 14 Parallelweg (P.O. Box 2092), 28 Bremen 8. WTD 3/25/65.

204 Grain Mill Products

BRITISH GUIANA—Flour. Commission merchant and agent requests replies from manufacturers. Kwong Wah Loong Co., 15/16 Holmes and Queen Sts., Georgetown. WTD 2/26/65.

GERMANY—Mixed feed for livestock; bran. Seekamp & Tewes (importer, exporter, wholesaler), 56 Soegestrasse (P.O. Box 618), 28 Bremen. WTD 6/24/64.

SENEGAL—Yellow corn, barley, millet, white sorghum, 200-300 tons per month of feed grains. Requests price quotations cif Dakar, correspondence in French preferable. Ets Nadra FILFILI and Fils (wholesaler), 22, rue Robert Brun, Dakar. WTD 3/10/65.

207 Confectionery

GERMANY—Candies of all types. Direct purchase or agency. Interested in exclusive representation. Biolabor G.m.b.H. (manufacturer, wholesaler, exporter), 14 Parallelweg (P.O. Box 2092), 28 Bremen 8. WTD 3/25/65.

209 Food Preparations

GERMANY—Soybean meal and oil cakes. Seekamp & Tewes (importer, exporter, wholesaler), 56 Soegestrasse (P.O. Box 618), 28 Bremen. WTD 6/24/64.

220 Textile Mill Products

BRITISH GUIANA—Fabrics for dressmaking: cottons, rayons, etc.; piece goods, all types. Kwong Wah Loong Co. (commission merchant, agent), 15/16 Holmes and Queen Sts., Georgetown. WTD 2/26/65.

FRANCE—Textile materials, medium-priced, suitable for sale in Senegal, Mali, Gambia, such as cotton broad woven fabrics; cotton piece goods, printed or plain; cotton denims; rayon mixtures; other lines. Agency and distributorship desired for above-mentioned territories or sections thereof. Requests replies from manufacturers and exporters only, with

price lists and descriptive literature. Etablissements Chavanel, S.A. (importer, exporter, wholesaler, agent), 28 Allées d'Orléans, Bordeaux, Gironde. WTD 2/24/65.

GERMANY—All types of fabrics for making clothing: cotton, silk, man-made fiber, wool. Requests replies from manufacturers; quotations cif German seaport preferred. Desires samples. Lattreuter & Co. (agent), 69 Gravelottestrasse, 28 Bremen. WTD 6/9/64.

SOUTH AFRICA—Fabrics for automobile seat covers, made of rayon, nylon, raffia, mixed fibres. Direct purchase and agency. Requests samples, price lists from manufacturers or their sole export houses only. Hercules Equipment (Pty.) Ltd. (importing distributor, manufacturer), 14-16 Victoria Rd. Near Tollgate, Cape Town. WTD 6/16/64.

SWEDEN—High-medium priced fabrics for bedspreads; finished bedspreads. Moln-Bäddar (manufacturer, wholesaler), Skattkarr. WTD 3/15/65.

All kinds of medium-priced textile piece goods—cotton, rayon, synthetic materials—for manufacturing women's and children's dresses. H. S. Josephson AB (importer, wholesaler), Box 444, Bandhagen 4. WTD 3/11/65.

222 Broad Woven Fabrics

JORDAN—Silk fabrics, taffetas. Deesi Trade & Commission Agencies, P.O. Box 951, Amman. WTD 3/13/63.

MOROCCO—Synthetic fabrics for manufacture of shirts, working clothes, garments of all kinds. Requests quotations Casablanca. Direct purchase and agency. Elie-Laurent Zambernardi (manufacturer/importer/agent), Boite Postale No 1, 7 rue de Champigny, Casablanca. WTD 3/16/65.

PAKISTAN—Nylon shoe mesh. Value $100,000. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West Pakistan. WTD 3/15/65.

228 Yarn, Thread

PAKISTAN—Embroidery thread count 12/2, double mercerized gassed, combed made of first quality American cotton (pearl), value $100,000. Lurex metalic yarn in all counts and colors suitable for textiles (brocade), especially 1/65 inch 50 counts approximately 60,000 meters per pound. Value $200,000. Cotton yarn over 80 counts single and double, suitable for fine shirting and long cloth, value $100,000. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West Pakistan. WTD 3/15/65.

SOUTH AFRICA—Yarn: viscose rayon of 300 and 500D; polyamide of 210, 420 and 840 D; polyester of 250 D. Requests replies from manufacturers or their sole export houses only. Wilmill Weaving Co., (Pty.) Ltd. (manufacturer), Shannon St., Salt River, C.P.

232 Men's, Youth's, Boys' Furnishings

GERMANY—Shirts, cotton poplin, drip-dry. Direct purchase and agency. Unitas Handelsgesellschaft Leipert & Co. (importer, exporter, wholesaler, sales agent), 6 Bahnhofstrasse, 28 Bremen. WTD 10/17/63.

234 Women's, Misses', Children's Under Garments

FINLAND—Women's slips, nightgowns, sleepwear, undergarments; retail price range $2 to $10. Requests full details, brochures, terms. Tricol Oy (wholesaler, manufacturer, importer), Elimäenkatu 30, Helsinki. WTD 4/2/64 (Suomen Trikoo Oy-Ab, Tampere).

VENEZUELA—Infants' under garments, all types. For distribution throughout Venezuela. Cadenas Internacionales, C.A. (importer, distributor), Apartado 12405, Caracas. WTD 3/9/65.

238 Apparel, Accessories

GERMANY—Raincoats for men and women; low-priced. Direct purchase and agency. Unitas Handelsgesellschaft Leipert & Co. (importer, exporter, wholesaler, sales agent), 6 Bahnhofstrasse, 28 Bremen. WTD 10/17/63.

239 Miscellaneous Fabricated Textile Products

JORDAN—Table covers, bedspreads. Direct purchase and agency. Arabia Trading & Distributing Agency (importer, commission agent, distributor), P.O. Box 546, Amman. WTD 2/23/65.

241 Wood Poles

● **IRAQ**—30,000 three-piece wooden tent poles (portable) size 16″ x ¾″. Tender No. ORD/20/65, bid deadline May 19. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone 202-WO 7-3365). Terms and specifications may also be obtained free of charge from the Military Attaché of the Embassy of the Republic of Iraq in Washington, D.C.

242 Sawmills, Planing

GERMANY—Carolina pine, 500,000 BMF unsquared; pitchpine, 100,000 BMF squared; Douglas fir, 150,000 BMF squared; hemlock, 100,000 BMF squared. Requests quotations cif Rotterdam or Bremen. Direct purchases and agency. Alfred Schueschke, Holzagentur (commission merchant), Box 233, 64 Am Stadion, 4816 Sennestadt. WTD 3/17/65.

Douglas fir, 'R' List, No. 2, clear and better; max. 15% No. 3; 7/4-2-2½-3″; 7/4x4″-7/4x6″; 2x4″ 4x4″. Cif Amsterdam-Rotterdam Zeitz Holzhandelsgesellschaft mbH. (importer, wholesaler), Saarbruecken 3, Reichstrasse 8, Postfach 547, Germany. WTD 3/19/65.

JAPAN—Hickory billets for use in manufacturing skis. Requests replies with specifications. Tokai Keiko Co., Ltd. (manufacturer), 2-31, Nishiyanagi-machi, Nakamura-ku, Nagoya. WTD 4/30/64.

243 Millwork, Veneer, Plywood

GERMANY—Douglas fir plywood, 200,000 square feet. Requests quotations cif Rotterdam or Bremen. Direct purchase and agency. Alfred Schuescke, Holzagentur (commission merchant), Box 233, 64 Am Stadion, 4816 Sennestadt. WTD 3/17/65.

259 Furniture & Fixtures

GERMANY—Light metal varnished strips or bands for the production of venetian blinds; quotations cif European ports. Direct purchase and agency. Helge Rollo GmbH (manufacturer, exporter), Ecke Panzerstr., 516 Dueren-Stockheim. WTD 3/18/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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261 Pulp

ALGERIA—Approximately 400 metric tons annually of bleached sulfate wood pulp, softwood, not necessarily high grade. Wants 100-200 tons per shipment, and would like to have prices quoted cif Algiers. Sight draft bill of lading. Joachim R. Von Pistor, Compagnie Nord-Africaine de Cellulose "CELLUNAF" (manufacturer), 3 rue Serpentine, Alger—El Mouradia. WTD 3/1/65.

262 Paper Mill

HONDURAS—Used pulp and paper mill, in good condition, using sulphite and lime process, capacity 100 tons of kraft paper per day. Power to be supplied by sawdust-burning boilers. Purchaser will come to the U.S. to inspect. Urbanizaciones Hasbun—Jose Hasbun Touche y Cia, Apartado 71-C, Tegucigalpa. WTD 3/3/65.

264 Converted Paper

GERMANY—Self-adhesive tapes, all types, including heat-resistant tapes, flat-back and crepe-paper backing, also colored tapes. Samples requested. Exclusive distributorship or agency. Gerhard Assmann (importer, wholesaler), Unter den Linden 46, 282 Bremen-St. Magnus. WTD 3/22/65.

Stationary, paper; index cards and other related products; direct purchase and agency, requests replies in German or French. Pagros Papiergrosshandels GmbH, (importer, wholesaler, sales agent), 10 Strasse des 13. Januar, 66 Saarbruecken 3. WTD 3/17/65.

MALAYSIA—Paper. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. J. C. J. Thwaites, Montor, Ltd. (importer, wholesaler, exporter, retailer, indent sales agent), 132/136 Robinson Rd., P.O. Box 393, Singapore 1. WTD 2/18/65.

Stationary. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. J. C. J. Thwaites, Montor Ltd. (importer, exporter, wholesaler, retailer, indent sales agent), 132/136 Robinson Rd., P.O. Box 393, Singapore 1. WTD 2/18/65.

● **TURKEY**—7.1 million paper splicing sleeves for twist-joint splices, in the following quantities and dimensions: 3 million sleeves, basis weight 6.5 lbs.; 2.1 million sleeves, 10 lbs. basis weight; 2 million sleeves, 20 lbs. basis weight. All sleeves to be coated with adhesive paste made of wheat flour or caseine. Bid deadline May 13. General Directorate of Post, Telephone and Telegraph, Malzeme Dairesi Baskanligi, Ankara. Copies of translations of specifications available from Modern Tercume Buroso, Menekse Sokak No. 20/7 Kizilay, Ankara, for 50 Turkish liras. (TL 9 = $1.00).★ (Telephone: 202 WO 7-3003).

273 Books

NEW ZEALAND—Education text books for elementary school, high school and university use. Children's books for general use and for the Christmas trade. Bruce McLeod, Managing Director, Educational Aids and Services Ltd. (importer, wholesaler), 231 Khyber Pass Rd., Auckland, C. 3. WTD 3/12/63.

SOUTH AFRICA—Educational textbooks, all types; educational tests, all types. Centre for Programmed Instruction (Pty.), Ltd. (importer, retailer, wholesaler), P.O. Box 2336, Pretoria. WTD 3/17/65.

274 Publishing

NEW ZEALAND—Maps, charts, world globes for teaching of geography, history, social studies. Bruce McLeod, Managing Director, Educational Aids and Services, Ltd. (importer, wholesaler), 231 Khyber Pass Rd. Auckland, C. 3. WTD 3/12/63.

281 Industrial Chemicals

BRITISH GUIANA—Rosin caustic soda for use in manufacturing laundry soap. Swan Manufacturing Co. Ltd. (importer, wholesaler, retailer, manufacturer, exporter), 28 Evans St., New Charlestown, Georgetown. WTD 3/16/65.

• **IRAQ**—Sulfuric acid, technical, chemically pure, water white (66°Be, specific gravity 1.84), suitable for accumulators, 10,000 kilograms, and potassium hydroxide, flakes (88-90%), 5,000 kilograms. Tender No. SIG/2/1965, bid deadline, May 19. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Copies, terms and specifications may also be obtained from Military Attache, Embassy of the Republic of Iraq, Washington, D.C.★ (Telephone: 202-WO 7-3468).

ISRAEL—Stabilizers (lead, cadmium, barium, tin); plasticizers (DOP, DOA, DIOP); plastic resins for manufacturing floor tiles including PVC copolymer resin and other suitable for foam compounding. Requests prompt offers including catalogs, technical literature, price lists, samples. Terraflex Ltd. (manufacturer), New Industrial Center, Azor. WTD 3/1/65.

PAKISTAN—Caustic soda, value $100,000. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West Pakistan. WTD 3/15/65.

Malathion 57% emulsion concentrate; malathion 25% wettable powder; specification No. WHO/SIF/10 RI of Nov. 1958. Ethylene dichloride carbon tetrachloride mixture, 3:1; proportion 75:25 by volume. Requests replies from manufacturers, quotations c&f Karachi. Direct purchase and agency. A. Z. Co., 118-119 (importer, manufacturers' representative), Qamar House, Bunder Rd., P.O. Box 4138, Karachi. WTD 1/3/62.

SWEDEN—All kinds of chemicals used against oil impurity. Marin & Oljeservice AB (importer, retailer, wholesaler), Stureplan 13, Stockholm. WTD 3/1/65.

TURKEY—Sulfuric Acid: 66°, 97-99 concentration technical sulfuric acid in ship lots of 2000-4000 tons for 1966 delivery of approximately 60,000 tons of acid. Gubre Fabrikalari T.A.S. (manufacturer), Bunge Han, Kat 4, Bankalar Caddesi, Galata, Istanbul. WTD 3/25/65.

282 Yarn, Thread

PAKISTAN—45 denier, 60 denier, 75 denier, value $100,000. PVC sheeting and leather cloth, value $100,000. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore, West Pakistan. WTD 3/15/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

283 Drugs

BRITISH GUIANA—Pharmaceuticals. Commission merchant and agent requests replies from manufacturers. Kwong Wah Loong Co., 15/16 Holmes and Queen Sts., Georgetown. WTD 2/26/65.

MALAYSIA—Veterinary preparations for pigs and poultry; vitamin supplements for feeds. Requests replies from manufacturers/ suppliers, quotations cif Singapore. Prices must be competitive. Ho Seng Choon, Lian Wah Hang (importer, exporter, wholesaler, retailer), 109/111-A Market St., Singapore 1. WTD 11/24/64.

SOUTH AFRICA—Pharmaceutical eye solutions and washes for artificial eyes. S. Basman (importer, manufacturer, retailer, wholesaler), P.O. Box 9633, Johannesburg. WTD. 3/17/65.

VENEZUELA—Patent medicines. Distribution or sales agency for Venezuela. Requests replies in Spanish. Laboratorios Spefar Venezolanos S.A. (manufacturer), Apartado 327, Caracas. WTD 3/16/65.

284 Soaps, Detergents, Cleaning Preparations

BRITISH GUIANA—Tallow vegetable oil for use in manufacturing laundry soap. Swan Manufacturing Co., Ltd. (importer, wholesaler, retailer, manufacturer, exporter), 28 Evans St., New Charlestown, Georgetown. WTD 3/16/65.

MALAYSIA — Cosmetics. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. J. C. J. Thwaites, Montor Ltd. (importer, exporter, wholesaler, retailer, indent sales agent), 132/136 Robinson Rd. P.O. Box 393, Singapore 1.

VENEZUELA—Cosmetics, all kinds. Distribution or sales agency for Venezuela. Requests replies in Spanish. Laboratorios Spefar Venezolanos S.A. (manufacturer), Apartado 327, Caracas. WTD 3/16/65.

287 Agricultural Chemicals

GERMANY—Ready-mixed fertilizer, ready-to-use pesticides, for use in commercial horticulture. Direct purchase and agency. Gustav Wessels (wholesaler), 20-A Ladestrasse, 28 Bremen. WTD 3/17/65.

MALAYSIA—Synthetic fertilizers; plant food and fungicides. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Ho Seng Choon, Lian Wah Hang (importer, exporter, wholesaler, retailer), 109/111-A Market St., Singapore 1. WTD 11/24/64.

• **PAKISTAN**—Ammonium sulfate, 25,000 m. tons; urea, 15,000 m. tons; ammonium nitrate-limestone, 10,000 m. tons. Tender No. PC/ADC-cash-ammonium sulphate/urea/65/3100; bid deadline, April 20. Director (Purchase), Agricultural Development Corporation, 4-Layton Rd., Lahore.★ (Telephone 202, WOrth 7-2008).

Agricultural chemicals: ammonium, suphate, ammonium nitrate, insecticides and pesticides, value $200,000. Afro-Asian Trading Corp., 12 Usmania St., I.D. Hospital Rd., Lahore, West Pakistan. WTD 3/17/65.

• **TURKEY**—Superphosphate, normal, minimum 16% P_2O_5—25,000 tons, or triple, minimum 40% P_2O_5—8,500 tons. Bid deadline April 20. Turkiye Seker Fabrikalari A.S., Genel Mudurlugu, Ankara. English translations of specifications available from Modern Tercume No. 20/7, Menekse Sokak, Kizilay, Ankara, for TL 50(TL9=$1).

289 Chemical Products

GERMANY—Chemical office supply, such as ink, glue; direct purchase and agency; requests replies in German or French. Pagros Papiergrosshandels GmbH (importer, wholesaler, sales agent), 10 Strasse des 13. Januar, 66 Saarbruecken. WTD 3/17/65.

HONG KONG—Chemicals for rubber, paint industries and dyeing works. Bodak Corp., Ltd. (importer, exporter), 14th floor, Hang Chong Bldg., 5 Queen's Rd. Central, Hong Kong. WTD 3/5/65.

JAPAN—Colloidal carbon graphite and colloidal silica for foundry industries. Direct purchase and agency. Daiichi Jitsugyo Co., Ltd. (importer, exporter), Shuzui Bldg., 3 Kyobashi 2-chome, Chuo-ku, Tokyo. WTD 3/25/65.

290 Petroleum

YEMEN ARAB REPUBLIC—Lubricating oil (30W, 40W, 50W), "Qutila" (40W) oil for diesel trucks. Requests air mail replies with price quotations for 55 gallon drums CIF Hodeidah, Yemen. Yemen Petroleum Co., P.O. Box 360, Hodeidah. WTD 3/23/65.

299 Products of Petroleum, Coal

PAKISTAN—Grease 50,000 pounds, AA, USA Spec. MIL-G-10924-A packed in 5 pound tins of 12 per carton; requests price quotations c&f Karachi; direct purchase and agency. Syed Brothers Oils (importer, manufacturer's agent), 75 The Mall, Lahore, (West Pakistan). WTD 2/27/62.

306 Fabricated Rubber Products

GERMANY—All types of technical rubber goods; rubber hose. "Tegro" Technische Grosshandelsgesellschaft (importer, wholesaler), 54 Stresemannstrasse, (P.O. Box 1293), 28 Bremen. WTD 6/4/63.

NEW ZEALAND—Belting for use in conveyor systems for timber, fertilizer, coal or aggregate metal industries. W. W. Williams, Director, L. J. Fisher & Co., (importer, manufacturer, manufacturers' representative), Jellicoe Road, Panmure, Auckland, E. 2, New Zealand. WTD 9/30/63.

307 Plastics Products

GERMANY—Plastic household articles. Porzellan-Maass Karl-Otto Maass (importer, exporter, wholesaler), 3-5 Georg-Wulf-Strasse, 28 Bremen. WTD 3/16/65.

All types of plastic products for technical purposes. "Tegro" Technische Grosshandelsgesellschaft (importer, wholesaler), 54 Strese-

mannstrasse, (P.O. Box 1293), 28 Bremen. WTD 6/4/63.

SWEDEN—Printed thin PVC sheets for decoration purposes and for table cloths. Direct purchase and agency. AB Minol (importer, wholesaler, sales agent), Vasagatan 7, Stockholm. WTD 3/12/65.

311 Leather Tanning, Finishing

GERMANY—Leather of all kinds: for clothing, handbags, luggage; for shoes, including suedes; for bookbinding. Direct purchase and agency. Werner Schein KG (wholesaler, agent, importer, exporter), 21 Friedr. Wilhelmstr., 41 Duisburg. WTD 3/18/65.

Chamois leather. Unitas Handelsgesellschaft Leipert & Co. (importer, exporter, wholesaler, sales agent), 6 Bahnhofstrasse, 28 Bremen. WTD 10/17/63.

313 Boot, Shoe Cut Stock, Findings

HONDURAS—Leather for shoe linings and uppers; steel shoe shanks; for women's shoes. Gabriel S. Bader, Almacen de Calzado Bader (manufacturer), Apartado Postal 629, Tegucigalpa. WTD 5/19/64.

314 Footwear

SWEDEN—All kinds of slippers for women, men, children. Direct purchase and agency. Y. Berger & Co. AB (importer, sales agent), Barlastgatan 2 (P.O. Box 133, Goteborg 1), Goteborg. WTD 9/24/63.

322 Glass, Glassware

GERMANY—All types of household glassware. Porzellan-Maass Karl-Otto Maass (importer, exporter, wholesaler), 3-5 Georg-Wulf-Strasse, 28 Bremen. WTD 3/16/65.

326 Pottery, Related Products

GERMANY—China, stoneware, earthenware table and kitchen articles, vases, ornamental pottery. Porzellan-Maass Karl-Otto Maass (importer, exporter, wholesaler), 3-5 Georg-Wulf-Strasse, 28 Bremen. WTD 3/16/65.

329 Nonmetallic Mineral Products

GERMANY—Gaskets, all types, including asbestos. "Tegro" Technische Grosshandelsgesellschaft (importer, wholesaler), 54 Stresemannstrasse (P.O. Box 1293), 28 Bremen. WTD 6/4/63.

Abrasive-coated paper and linen, for finishing wood, metal, plastics; in rolls, belts, sheets; top qualities only. Samples requested. Exclusive distributorship or agency. Gerhard Assmann (importer, wholesaler), Unter den Linden 46, 282 Bremen-St. Magnus. WTD 3/22/65.

331 Steel Mill Products

● **CEYLON**—Galv. corrugated sheets: 2500 pcs. 6′x26″x24 ga., 5000 pcs. 7′x26″x24 ga., 6000 pcs. 8′x26″x24 ga., 2000 pcs. 9′x26″x 24 ga., 500 pcs. 6′x26″x22 ga., 1000 pcs. 7′x 26″x22 ga. and 500 pcs. 8′x26″x22 ga. Tender for the Supply Galvanized Corrugated Sheets, bid deadline May 11. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo. Copies of tender schedule can be obtained, on written application, from The Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 10008.

MALAYSIA—Tin plate. Requests replies from suppliers, quotations cif Singapore. Prices must be competitive. J. C. J. Thwaites, Montor Ltd. (importer, exporter, wholesaler, retailer, indent sales agent), 132/136 Robinson Rd., P.O. Box 393, Singapore 1. WTD 2/18/65.

● **PAKISTAN**—Galv. wire: 65,000 lbs. required. Tender No. PUR 4-1/65/611, bid deadline April 26. The Pakistan Telegraph and Telephone Dept. Tenders can be obtained from the Consulate General of Pakistan, 12 East 65th St., New York 21, N.Y., Attn: Miss Stepanian, on payment of tender fee of $1.05.

332 Iron, Steel Foundries

HONG KONG—Steel molds for manufacturing plastic goods by blow, injection and compression molding processes. Frederick Pordes & Co., Ltd. (importer, exporter), 209-210 Gloucester Bldg., P.O. Box 596, Hong Kong. WTD 5/31/63.

333 Primary Smelting and Refining of Non-Ferrous Metals

● **INDIA**—Tin ingot 99.75% (Min. M/T Purity) to I.S.-26/1956, 53.2 metric tons. Tender Number P/SR-5/5062/118-A, bid deadline May 4. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available upon payment of $2.10 (in advance) from India Supply Mission (Ref. No. D/ENQ/1645), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

335 Rolling, Drawing, Extruding of Non-Ferrous Metals

● **ETHIOPIA**—Supply of hard-drawn electrolytic copper conductor for overhead power transmission, 6mm² copper wire solid (22,050 lbs.), 16mm² copper wire solid (132,300 lbs.), 25mm² copper wire solid (110,250 lbs.), 35mm² copper wire stranded (66,150 lbs.). Tender No. 4830/57, bid deadline May 13. Ethiopian Electric Light and Power Authority, P.O. Box 1233, Addis Ababa.★ (Telephone 202-WO 7-2162).

● **IRELAND**—Supply of wire cadmium copper 70 lbs. (67,200 lbs.), wire cadmium copper 40 lbs. (112,000 lbs.). Tender No. SD1C/105, bid deadline April 22. The Controller of Stores, Department of Posts & Telegraphs, Infirmary Rd. Depot, Dublin 7.★ (Telephone 202-WO 7-2162).

ISRAEL—Cold-drawn copper alloy tubing, containing 69% copper, 30% nickel and 1% manganese, according to DIN specification 17664, F 35, and with a DIN hardness of 85. Outside diameter 31.5 mm, inside diameter 25.4 mm. Material is required for further processing to make sleeves for diesel injectors. Manufacturer requests information on prices and delivery times, and samples, if possible. Amnon Stuchiner, Hadugma, Szold St., Nachlat Yitzhak, Tel Aviv. WTD 7/21/64.

● **TRINIDAD**—Supply of underground cable .10 3 core 12 KV (19/083) P.I.L.C.S.W.A. 8,000 ft.). Bid deadline May 11. Specifications may be obtained upon writing to the Purchasing Officer, Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain.

341 Metal Cans

FINLAND—Aerosol valves and special containers for detergents, cosmetics, insecticides; requests descriptive literature, price lists, terms. Farmos Oy (manufacturer, exporter, importer), Turku 17. WTD 11/23/64.

342 Cutlery, Hand Tools, General Hardware

GERMANY—All types of tools and equipment for commercial horticulture, especially novelties and labor-saving devices. Direct purchase and agency. Gustav Wessels (wholesaler), 20-A Ladestrasse, 28 Bremen. WTD 3/17/65.

SOUTH WEST AFRICA—Domestic hardware and household articles, all types. Direct purchase and exclusive agency for South West Africa. Requests replies from manufacturers or their sole export houses only. General Wholesalers (Pty.), Ltd. (importing distributor, manufacturers' agent), P.O. Box 267, Windhoek. WTD 3/2/64 (M. Pupkewitz & Sons (Pty.), Ltd., Windhoek).

343 Heating Apparatus, Plumbing Fixtures

SWEDEN—Parts and accessories for installations of oil burners used in household and industrial heating. Svenska AB Burner (importer, wholesaler), Upplandsgatan 51, Stockholm. WTD 2/26/65.

Finned tubing, copper, aluminum, steel (low carbon and stainless), and alloys. AB Ernils (manufacturer, wholesaler), Spannmalsgatan 16, Goteberg C. WTD 10/24/63.

344 Fabricated Structural Metal Products

SWITZERLAND—Prebuilt pork barns, steel. Hans Rudolf Widmer (importer, representative), 1217 Vorstadt, 5722 Granichen. WTD 3/11/65.

351 Engines, Turbines

VENEZUELA—Marine outboard motors. Requests replies in Spanish. Cesar Montes Sucrs., C.A. (Comercial Kelly) (importer, distributor), Calle Penaloza, frente a la Plaza Libertad, San Fernando de Apure, Estado Apure. WTD 3/15/65.

352 Farm Machinery

GERMANY—Power tools and equipment for commercial horticulture, especially novelties and labor-saving devices. Direct purchase and agency. Gustav Wessels (wholesaler), 20-A Ladestrasse, 28 Bremen. WTD 3/17/65.

GREECE—Cotton pickers. Importer-sales agent requests replies with cif Piraeus price quotations. Direct purchase and/or agency. Hermes Trade & Import Bureau—A. Anastassiadi & Co., 47 Vas. Sofias St., Athens 140. WTD 3/15/65.

MALAYSIA—Farm and poultry equipment. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Ho Seng Choon, Lian Wah Hang (importer, exporter, wholesaler, retailer), 109/111-A Market St., Singapore 1. WTD 11/24/64.

SWITZERLAND—Automatic feeders; other automatic farming equipment. Hans Rudolf Widmer (importer, representative) 1217 Vorstadt, 5722 Granichen. WTD 3/11/65.

353 Construction Machinery

● **BURMA**—20 rollers, 8-10 ton, diesel-powered; 10 portable crushing/screening plants, 39 h.p. diesel engine, crushing capacity 10 tons of 2½″ materials per hour; 3 maintainers, 38 h.p., equipped with following attachments, hydraulic controlled: moldboard 9′, dozer 6′, leveller 6′, side dozer 3′, loader ⅜ cu. yd., patch roller; 1 portable (granulator)

crusher, 30 h.p. diesel engine, 10/12 T.P.H. ½" to 2" size; 3 portable 10 cu. ft. asphalt mixers, diesel engine driven; 2 portable air compressors 120 CFM, diesel engine driven; 20 portable concrete mixers 10/7 cu. ft. capacity; 6 agricultural wheel tractors 50/60 h.p. diesel power, Fordson major or equal. Tender No. 26/Mach 23/G-1(64-65), bid deadline May 3. Divisional Manager, Government of the Union of Burma, People's Stores Corp., Machinery, Equipment, Tools & Spares Division, 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● **IRAQ**—250 kg. capacity wheelbarrows; 5 ton capacity trailers and conveyor elevators, 1,200-1,500 kg. capacity, 30 ft. in length. Tender No. 12/65, bid deadline May 24. Tender must have representative in Basra or Baghdad. Copies of tender documents available from the Ministry of Communications, Baghdad, or Iraqi Ports Administration, Basra, for $5.60.

354 Metalworking Equipment

GERMANY—Car wash systems adaptable for various types of automobiles in series. Requests quotations cif Hamburg or Bremen; replies in German. Direct purchase and agency. Gebhardt & Augstein GmbH (wholesaler, agent, importer/exporter), 13 Burgunder Str., 4 Duesseldorf-Heerdt. WTD 3/18/65.

Special tools and machines for automotive and electrical industries. Direct purchase or agency. Cif Bremerhaven. Gebr. Breivogel (manufacturer, retailer, sales agent), 65 Mainz, Rheinallee 79-81, West Germany. WTD 3/25/65.

● **INDIA**—Roller pipe cutter to cut up to 100 mm dia. steel pipes. Center of cutter to be 800 mm above floor. Power of driving motor 2 K.W.s. Tender No. SWP/4081/134A/TE, bid deadline April 28. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi, India. Tender available for review and purchase from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/ENQ/1640. Purchase price $2.10, payable in advance.

● Metal cutting circular saw, 24" dia. blade, capacity 8" rounds, 7½" squares, cutting speeds 40-90 ft. per minute. Tender No. SWP5/4011/043A/T.E., bid deadline April 28. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender available for review and purchase from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/ENQ/1644. Purchase price $1.

JAPAN—Continuous welding equipment capable of repairing worn-out crawler tractor belt plates. Direct purchase and agency. Daiichi Jitsugyo Co., Ltd. (importer, exporter), Shuzui Bldg., 3 Kyobashi 2-chome, Chuo-ku, Tokyo. WTD 3/25/65.

MALAYSIA—Machine tools for manufacturing "Dexion" type slotted angle steel shelves; requests price quotations cif Singapore. Machinery required for punching holes and bending standard 12' lengths of steel sheets into slotted angles. Slotted angles to be manufactured in the following sizes: 3" x 1½" x 12'; 2¼" x 1½" x 12'; 1⅝" x 1⅜" x 12'; 1⅛" x ¾" x 12'. Production capacity: 500 sheets of each size working on 8-hour shifts. Lim Wee Cheng & Co., Ltd., A7 & A8 MacDonald House, Orchard Rd., P.O. Box 901, Singapore. WTD 10/12/64.

● **PHILIPPINES**—Supply of one 64,000-kv.-a., 3-phase, 60-cycle oil-immersed transformer with accessories and spare parts for fourth unit of the Maria Cristina Falls Hydroelectric Plant. Tender No. Sp.65DDe-34, bid deadline May 6.

● Supply of outdoor substation equipment consisting of steel structures, installation and grounding materials, 69-kv. power circuit breakers, disconnect switches, current and potential transformers, lightning arresters. Tender No. Sp.65DDe-27, bid deadline April 20.

Plans and specifications for above two items may be obtained from Jose O. Lahoz, General Manager, National Power Corp., 161 Bonifacio Dr., Port Area, Box 2123, Manila at a cost of $1.28 per set.

A copy of plans and specifications for each is available for review only, not for loan, in Room 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

SWEDEN—Machine tools, all kinds, for mechanical industries, tube mills, iron works. Direct purchase and agency. Wikman & Malmkjell AB (importer, sales agent), Regeringsgatan 9, Stockholm. WTD 3/17/65.

355 Special Industry Machinery

FRANCE—Plastic processing machinery, equipment, fully automatic, easy set-up with following up-to-date features: presses and modern processing system for molding and forming expanded polystyrene (packaging material), with molds up to these sizes: length, 550 cm; width 400 cm; height 200 cm; presses designed for the fabrication of plastic blocks and panels; extruders, medium and high capacity, for the production of expandable polystyrene (ranging in width from 5/100 to 10 millimeters), of pvc and other plastic materials; vacuum forming machines of all types for processing and finishing plastic products; requests proposals, catalogues, price lists; direct purchase and agency. Internationale de Distribution et de Transformation, (I.D.T.) (dealer, manufacturer), 281 Route d'Espagne, Toulouse, Haute-Garonne. WTD 2/24/65.

GERMANY—Machinery for making concrete bricks and blocks. Guenter Pfaff (wholesaler), 34 Deichbruchstrasse, 28 Bremen. WTD 3/16/65.

HONDURAS—Automatic machines for producing and finishing small wooden sticks for ice-cream (similar to popsicle stick)—size approximately 130 mm x 10 mm x 2 mm, or slightly longer, machines to produce one million sticks per 8-hour day. Honduras Fosforera, S.A. (manufacturer), Apartado Postal 424, Tegucigalpa. WTD 9/10/64.

● **INDIA**—Shot blasting unit, air operated, portable. Air consumption 100 to 125 C.F.M. —90-100 PSI, chilled cast iron shot 2-3 lbs. per hour. Tender No. AEE/P/CAP/10005, bid deadline April 26. Atomic Energy Establishment Trombay (Purchase Division), Government of India, Mohatta Bldg. (3rd floor), Palton Rd., Bombay.★ (Telephone: 202-WO 7-5652).

MALAYSIA—Lithographic printing equipment and supplies. Requests replies from suppliers, catalogs, quotations cif Singapore. Prices must be competitive. Eric P. Mortimer, Litho Services (importer, indent sales agent), 26A Penang Lane, Singapore 9. WTD 2/12/65.

MOROCCO—Turn-key installation for manufacture of chinaware tiles. Plant should be of advanced conception design with an output capacity of 500 square meters a day representing a total weight of 2,400 tons/yearly. It is also anticipated that such plant will undertake later a pottery fabrication (ceramic industry). Complete set-up of the plant with starting operations. Quotation Casablanca. Requests replies in French. FACEMA—Faience et Ceramique du Maroc S.A. (manufacturer), Boite Postale 179, Ain-Kadous, Fes. WTD 3/9/65.

NEW ZEALAND—Equipment for timber cutting, sawmilling, early stage processing of lumber. W. W. Williams, director, L. J. Fisher & Co. Ltd., Jellicoe Rd., Panmure, Auckland, E.2, New Zealand. WTD 9/30/63.

SOUTH AFRICA—Portable pressure washers, capable of using hot or cold water, detergents or solvents at pressures up to 500 lbs. per square inch, and designed to replace steam-cleaning in certain industrial applications. White, Child & Beney (S.A.) Pty. Ltd. (manufacturers' representative), P.O. Box 31, Snell Parade, Durban, Natal. WTD 5/4/64.

Machinery for making narrow fabrics: warping, winding (pirn and cheese), card cutting, card lacing, weaving, finishing, dyeing, packaging. Wilmill Weaving Co. (Pty.), Ltd. (manufacturer), Shannon St., Salt River, C.P. WTD 3/5/65.

SWEDEN—Machinery, all types, for the shoe manufacturing industry. AB Svenska Skolastfabriken (importer, exporter, wholesaler, manufacturer), Jarrestad. WTD 3/5/65.

356 Industrial Heating Equipment

● **SUDAN**—Electrical furnace with two chambers, one for hardening and one for tempering coiled springs made from silico manganese spring steel. Length of furnace 48", width 18", and height 12". Tender No. 3263, bid deadline April 20. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James' London, S.W.1., England.★ (Telephone 202-WO 7-5652).

SWITZERLAND—Exhaust gas absorbers for explosion engines. Hans Rudolf Widmer (importer, representative), 1217 Vorstadt, 5722 Granichen. WTD 3/11/65.

VENEZUELA—Pumps for water and industrial liquids, vertical turbine pumps and electric controls. Direct purchase and agency for Venezuela. Aguador C.A. (importer, sales agent), Apartado 4259 Este, Caracas. WTD 3/24/65.

357 Office, Computing, Accounting Machines

PAKISTAN—Computers, electronic calculators, medical equipment. Value $100,000. Modern Comforts (importing distributor), 65 The Mall, Lahore, West Pakistan. WTD 3/10/65.

358 General Service Equipment

● **BURMA**—Air conditioning units for two tobacco storage godowns of 10 rooms each. Tender No. 184/EL/(G)64-65, bid deadline April 25. Divisional Manager, Electrical Stores Corporation, 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **IRAQ**—Supply of 25 drinking water coolers of not less than 20 gallons capacity of water per hour at 50°F. for a.c. current. Tender conditions require either a cash deposit or an Iraqi bank guarantee. Tender No. 10/65, bid deadline May 22. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Gas appliances domestic and commercial including boilers, cooking, food warming equipment, air conditioners, refrigerators. Value $100,000. Air conditioners packaged, self contained, non-room, valued at $150,000. Chilling units (refrigeration, air conditioning) 100 to 500 tons value $1,000,000. Modern Comforts (importing, distributor), 65 The Mall, Lahore, West Pakistan. WTD 3/10/65.

SWEDEN—Portable back-strap type vacuum cleaners for office and industrial cleaning. AB Rationell Stadning (cleaning services for offices and industrial premises), Hassleholmsvagen 22, Johanneshov. WTD 2/6/65.

SWITZERLAND—Coin-operated merchandising machines. Rymann A.-G. (manufacturer, retailer), 5502 Hunzenschwil. WTD 1/28/65.

361 Electric Transmission, Distribution Equipment

ITALY—Testing instruments for measuring electrical characteristic used in electronic and nuclear laboratories. Direct purchase and agency. R.E.E.R. S.n.c. di Brunetti F. & C. (agent), Via Catania 22, Torino. WTD 11/17/64.

● **PAKISTAN**—Supply of one low-voltage light panel; one metalclad panel board for 11-kv., 3-phase, 50-cycle system; one 1250-kv.a., 3-phase, 50-cycle, indoor-type transformer; one 400/440-volt, 3-phase, 50-cycle panel board consisting of seven panels; and one seven-panel ironclad switchboard. Tender No. ENG-1/69921/2/65, bid deadline April 17. Assistant Director of Supplies, Department of Investment Promotion & Supplies, Government of Pakistan, Karachi.★ (Telephone: 202-WO 7-4242).

5 transformers, 600 volts or less, required; 60 MV.-A., 132/220 kv. 50 cycles. Gillanders Arbuthnot (importing distributor), Attar Singh Bldg., P.O. Box 271, The Mall, Lahore. WTD 3/4/63.

362 Electrical Industrial Apparatus

● **BURMA**—Supply of welding rods and electrodes, various grades and sizes, for welding mild steel, cast irons and non-ferrous alloys. Tender No. 116/Machinery (23) G-4 (64-65), bid deadline April 19. Division Manager, Machinery, Equipment, Tools and Spares Division, People's Stores Corp. 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5652).

ITALY—Automation industrial electrical apparatus and components. Direct purchase and agency. R.E.E.R. S.n.c. di Brunetti F. & C. (agent), Via Catania 22, Torino. WTD 11/17/64.

363 Household Appliances

FRANCE—Electrical household appliances of all categories, including washing machines, ironers, vacuum cleaners, air conditioners, window fans, cooking ranges and stoves, water heaters, electric heating apparatus. Small kitchen equipment and gadgets: toasters; coffee grinders; knife sharpeners; beverage mixers; can openers. Direct purchase and agency. Requests descriptive literature, price lists. Les Materiaux et Equipment des Batiments (L.E.M.A.N.) (dealer, selling agent), 76 Rue Emile-Guichenne, Pau, Basses-Pyrenees. WTD 3/23/65.

PAKISTAN—Small household electric appliances, i.e. toasters, mixers, slicers, can openers. Value at $100,000. Modern Comforts (importing distributor), 65 The Mall, Lahore, West Pakistan. WTD 3/10/65.

SWEDEN—Electrical equipment such as radiators, thermostats. AB Svenska Skolastfabriken (importer, exporter, wholesaler, manufacturer), Jarrestad. WTD 3/5/65.

364 Electric Lighting, Wiring Equipment

SWITZERLAND—Lighting chandeliers, stainless steel. Rymann A.-G. (manufacturer, retailer), 5502 Hunzenschwil. WTD 1/28/65.

365 Radio, Television Sets

SWEDEN—All kinds of transistor radios, tape recorders of different sizes, sound tapes. Direct purchase and agency. Georg Broddman AB (importer, retailer, sales agent), Artillerigatan 12, Stockholm. WTD 3/12/65.

All kinds of sound tapes and novelties in the radio field. Direct purchase and agency. Paul Wolf AB (importer, wholesaler, sales agent), Atlasmuren 4, Stockholm. WTD 3/12/65.

366 Communication Equipment

ECUADOR—Equipment for radio broadcasting station including: 1 transmitter, 10,000 watts; 1 console, 1 antenna coupling, 10 DWs, FT coaxial cable, for 10,000 watts, 150 meters long, 1 FBE-50C FM transmitter, 50 watts 88108 Mc/s. 115 volts, 50/60 cycles, 1 FM Receiver, 88-108C, 2 YAGI antennae, 10 elements for FM 156.00, 4 connectors for FM antennae, 1 commercial tape recorder. Radio Noticia, C.A. (radio station) Casilla 525-109, Guayaquil. WTD 12/4/64.

● **IRAQ**—Supply of 500 automatic desk telephone sets. Tender No. SIG/1/65, bid deadline May 3. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-4823).

● **IRELAND**—Supply and installation of a private automatic branch telephone exchange. Tender No. C/54, bid deadline April 23. Engineer-in-Chief, Equipment Installation Section, Leitrim House, Dublin 2.★ (Telephone: 202 WO 7-4823).

367 Electronic Components, Accessories

HONG KONG—Desires technical assistance or other cooperative arrangement including possible agreement licensing/or joint venture, with U.S. manufacturer for producing small to medium sized electrical items or parts, including electrically operated household equipment or parts. Frederick Pordes & Co., Ltd. (importer, exporter), 209-210 Gloucester Bldg., P.O. Box 596, Hong Kong. WTD 5/31/65.

SWEDEN—Electric and electronic components, miniature components, for military purposes. Direct purchase and agency. Forslid & Co. AB (importer, sales agent), Radmansgatan 56, Stockholm, WTD 3/5/65.

371 Motor Vehicles, Motor Vehicle Equipment

MALAYSIA—Automotive spares. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. J. C. J. Thwaites, Montor Ltd. (importer, exporter, wholesaler, retailer, indent sales agent), 132/136 Robinson Rd., P.O. Box 393, Singapore 1. WTD 2/18/65.

SOUTH AFRICA—Automobile seat coolcushions, head rests, accessories. Direct purchase and agency, requests replies from manufacturers or their sole export houses only. Hercules Equipment (Pty.) Ltd. (importing distributor, manufacturer), 14-16 Victoria Rd., Near Tollgate, Cape Town. WTD 6/16/64.

372 Aircraft, Parts

PAKISTAN—Gliders and attachments. Requests replies from manufacturers, quotations f.o.b. New York. Direct purchase and agency. General Agencies Ltd. (importer, manufacturers' representative), G.P.O. Box 92, Karachi-1. WTD 12/30/60.

373 Ship, Boat Building, Repairing

HONG KONG—Secondhand and unused winches, tail shafts, propellers, windlass as well as spare parts and accessories used for various types of Liberty ships. Wah Kwong and Co. (Hong Kong), Ltd., Rm. 104, Hang Chong Bldg., 5 Queen's Rd. Central, P.O. Box 283, Hong Kong. WTD 2/10/65.

374 Railroad Brake Equipment

● **THAILAND**—Supply of 10,000 vacuum brake hose pipes. Tender No. 08130, bid deadline April 29. State Railway of Thailand, Yod-Se, Bangkok. Drawings and specifications available from the above address for Bht. 7.00 (US$1.47) per set.

381 Engineering, Laboratory, Scientific Instruments

GERMANY—Gravity-sensitive electrolyte switches for gyroscopes. Hermann John Panier K. G. (consulting engineer), Moorgrund 24, Hamburg-Bramfeld. WTD 3/19/65.

Highly developed electronic and nuclear instrumentation, educational items. Direct purchase or agency. Richard H. Stern and Richard H. Stern Nuclear Division (importer, exporter, sales agent), 6 Frankfurt am Main, Kaiserstrasse 13, West Germany. WTD 3/25/65.

● **IRAQ**—Supply of engineering instruments and equipment including, but not limited to, the following: compasses, prismatic liquid; range deflection fan marked for reading deflection; binoculars, prismatic liquid; fixed pins for artillery board. Tender No. MISC/5/1965, bid deadline May 23. A report of the tenderer's financial condition, approved by the Iraqi Military Attache in Washington, should accompany the bid. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone 202 WO 7-2939).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

SWEDEN—Automatic measuring and control equipment for oil burners, such as relays, thermostats. Svenska AB Burner (importer, wholesaler), Upplandsgatan 51 Stockholm. WTD 2/26/65.

384 Surgical, Medical, Dental Instruments, Supplies

FRANCE—Laboratory instruments, scientific apparatus and devices and related modern equipment for surgical, medical, and dental purposes. Agency and direct purchase. Requests replies in French, catalogues, price lists. Chirurgie-France (dealer, sales agent), 24 Allees Francois-Verdier, Toulouse, Haute-Garonne. WTD 3/17/65.

Surgical and medical equipment, instruments, appliances, supplies of all categories, including electrical gadgets and electronic devices, hospital and clinic equipment and units, such as catheters; respirators; stethoscopes; clamps; bronchoscopes; bone-drills; probes; blood pressure and metabolism apparatus; medical atomizers; surgical racks, others. Agency and direct purchase. Replies in French with price lists from manufacturers only. Chirurgie-France (dealers, agents), 24 Allees Francois-Verdier, Toulouse, Haute-Garonne. WTD 3/17/65.

NEW ZEALAND—Hearing aids. J. Lowinger & Co., Ltd. (importer, manufacturers' representative), P.O. Box 897, Christchurch 1. WTD 3/31/64.

PAKISTAN—Hospital equipment, specifically surgical, medical, dental instruments, value $100,000. Afro-Asian Trading Corp. (importing distributor), 12 Usmania St., I.D. Hospital Rd., Lahore, West Pakistan. WTD 3/17/65.

TURKEY—Diesel-compressor sets and air bottles for diving purposes; a copy of the specification for type equipment desired is available on loan from Trade Opportunities Staff, BDSA 6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Malzeme Mudurlugu (government agent), Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul (Materials Purchasing Dept., Turkish Maritime Bank).

385 Ophthalmic Goods

SOUTH AFRICA—Artificial eyes; frames, ophthalmic, metal and non-metal; contact lenses, ophthalmic. S. Basman (importer, manufacturer, retailer, wholesaler), P.O. Box 9633, Johannesburg. WTD 3/17/65.

386 Photographic Equipment

FINLAND—Interested in new image recording system, also heat films and photo plastic recording systems; requests full details, brochures, prices. Instrumentarium Oy (wholesaler, importer, retailer), P.O. Box 357, Helsinki. WTD 3/23/65.

Machines and equipment for photographic laboratories; cameras (still, moving picture, professional); projectors. Requests descriptive literature, price lists. Direct purchase or agency. Suomen Valokuvaajain Oy (importer, commission agent), Lemuntie 9, P.O. Box 660, Helsinki. WTD 3/23/65.

SWEDEN—All kinds of cameras and camera equipment, films, accessories. Direct purchase and agency. Georg Broddman AB (importer, retailer, sales agent), Artillerigatan 12, Stockholm. WTD 3/12/65.

● **TURKEY**—Supply of the following film development equipment: Films of assorted sizes and quantities; direct positive films (42" x100'); amber sheeting DP-480 (42"x20'); darkroom development equipment; contact printer; concentrated chemicals; safety lights; drying cabinet. Bid deadline May 3. Iller Bankasi, Genel Mudurlugu, Ankara.★ (Telephone: 202—WO 7-2939).

● Supply of x-ray films in hospital type 75-packs and in single wrapped 25-packs, also dental x-ray films; various sizes and quantities. Bid deadline April 20. Kizilay Genel Mudurlugu, Ankara.★ (Telephone: 202—WO 7-2939).

391 Jewelry, Silverware, Plated Ware

GERMANY—Flatware (knives, forks, spoons), stainless steel or silver plated, for household use. Porzellan-Maass Karl-Otto Maass (importer, exporter, wholesaler), 3-5 Georg-Wulf-Strasse, 28 Bremen. WTD 3/16/65.

HONG KONG—Men's and women's metal watch bands. Manley Trading Co., Ltd. (importer, exporter), Room 1201, Liu Chong Hing Bank Bldg., 24 Des Voeux Rd. Central, Hong Kong. Cable: MATRAGRAM, Hong Kong. WTD 3/19/65.

394 Toys, Amusement, Sporting, Athletic Goods

FINLAND—Toys, models, hobby and craft items, games; preferably well-known trademarked articles. Requests descriptive literature, price lists, terms. F:ma NY-PA T:mi Wikstrom & Co. (wholesaler, importer), Johanneksentie 8 C 46, Helsinki. WTD 3/24/65.

GERMANY—All types of sporting goods, including badminton sets. Direct purchase and agency. Unitas Handelsgesellschaft Leipert & Co. (importer, exporter, wholesaler, sales agent), 6 Bahnhofstrasse, 28 Bremen. WTD 10/17/63.

395 Carbon Paper

● **VIET-NAM**—Supply of 10 metric tons of carbon paper in roll, size 34 cm, 40 cm, and 44 cm. Tender No. 1657-30035, bid deadline April 28. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202 WO 7-2939).

399 Manufacturing Industrial Products

GERMANY—Lamb and sheep furs, also imitations, for clothing and for shoe linings. Direct purchase and agency. Werner Schein KG (wholesaler, agent, importer, exporter), 21 Friedr. Wilhelmstr., 41 Duisburg. WTD 3/18/65.

505 Farm Products, Raw Materials

MOROCCO—Raw cotton and wool in bales for textile manufacture. Requests quotations Casablanca. Direct purchase and agency. Elie-Laurent Zambernardi (manufacturer/importer/agent), Boite Postale No. 1, 7 rue de Champigny, Casablanca. WTD 3/16/65.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruit, Tree Nuts, Vegetables

VENEZUELA—Fresh fruits. Agency and distribution for Venezuela. Requests replies in Spanish. Representaciones Orientales S.A.—"REPO" (importer, distributor, sales agent), Apartado 2264 Caracas, Edificio General Urdaneta, Oficina 41, Marron a Pelota, Caracas. WTD 3/16/65.

204 Grain Mill Products

GREECE—Soybean flour. Requests quotations from shippers or exporters. Can place orders on behalf of local importers. Is. S. Hagouel (commission agent), 13 Aghiou Mina St., Thessaloniki. WTD 2/24/64.

220 Textile Mill Products

FRANCE—Textiles, all types, for men's and women's clothing. Principally wool, cotton, nylon, orlon, dacron. Also denims. Desires exclusive agency on a commission basis. Establissements Maurice Ergas Fils (importer, exporter, manufacturers' agent), 75 cours Pierre Puget, Marseille, 6eme. WTD 3/26/65.

SOUTH AFRICA—Piece goods, all types, suitable for manufacture of men's and women's garments. John E. Massey & Associates (Pty.), Ltd. (manufacturers' agent), 365 Grand Parade Centre, Adderley St., Cape Town. WTD 3/22/65.

273 Books

AUSTRALIA—Books, only religious, technical and educational. Goodwill Distributors Pty., Ltd. (importer, retailer, wholesaler) 1001 Pacific Highway, Pymble, Sydney, N.S.W. WTD 3/10/65.

SOUTH AFRICA—Educational textbooks; educational tests and testing equipment. Centre for Programmed Instruction (Pty.), Ltd. (importer, retailer, wholesaler) P.O. Box 2336, Pretoria. WTD 3/17/65.

283 Drugs

MEXICO—Antibiotics, hormones, vitamins. Sica, S.A. (importer, commission agent), Pilares No. 1019, Mexico, D.F. WTD 3/11/65.

287 Agricultural Chemicals

FRANCE—Granulated fertilizers, "complex" (nitrate, phosphate, potassium), in bags of 220.4 lbs. each; good commercial quality for use in agricultural areas in France, also in West Indies. Requests replies in French. Albert Schnegg (sales agent), 195 rue du Jardin-Public, Bordeaux, Gironde. WTD 3/22/65.

289 Chemical Products

ITALY—Admixtures for concrete and cement. Giorgio Caniparo (agent), Via Villani 12, Biella (Vercelli province). WTD 3/23/65.

322 Glass, Glassware

VENEZUELA—Decorative glassware. Agency and distribution for Venezuela. Requests replies in Spanish. Representaciones Orientales S.A.—"REPO" (importer, distributor, sales agent), Apartado 2264 Caracas, Edificio General Urdaneta, Oficina 41, Marron a Pelota, Caracas. WTD 3/17/65.

331 Steel Mill Products

FRANCE—Metallurgical products: iron bars; flats; angles; squares; rounds; soft steel; joists; wire nettings; sheets; heavy, medium and thin plates; laminated sheets; chequer plates; corrugated sheet iron, galvanized sheets; carbon steel; stainless steel; silicon-manganese steel. Tubes, boards, bars made of copper, brass and aluminum. Exclusive agency for southeastern France. Etablissements Mimetal Provence (importer), Boite Postale 6, St. Victoret, Bouches-du-Rhone. WTD 3/26/65.

352 Farm Machinery

SOUTH AFRICA—Motor tillers and tractors, garden type; attachments. Autopower (Pty.), Ltd. (importer, wholesaler, sales agent), P.O. Box 3459, Johannesburg. WTD 5/27/64.

353 Construction Machinery

SPAIN—Construction machinery and equipment, such as road building machinery, excavating equipment, machinery and equipment for the building industry, including mixers, cranes, related items. Exclusive representation for Spain. Manuel Herrero Ayuso (agent, distributor), San Ramon Nonato 6, Madrid (16). WTD 7/27/64.

354 Metalworking Machinery

GERMANY—Metalworking machine tools, especially tin working machines. Prices CIF Hamburg or Bremen. Rudolf Goetz (sales agent) 60 Luisenstrasse, 638 Bad Homburg v.d.H., WTD 3/17/65.

SOUTH AFRICA—Acetylene welding and regulating equipment, all types. Autopower (Pty.), Ltd. (importer, wholesaler, sales agent), P.O. Box 3459, Johannesburg. WTD 5/27/64.

Electric hand saws. Autopower (Pty.), Ltd. (importer, wholesaler, sales agent), P.O. Box 3459, Johannesburg. WTD 5/27/64.

Complete line of electric and pneumatic industrial tools, preferably advance designs and newly developed types. Exclusive representation for Spain. Manuel Herrero Ayuso (agent, distributor), San Ramon Nonato 6, Madrid (16). WTD 7/27/64.

355 Special Industry Machinery

ITALY—Cement mixers and other special machinery for the building industry. Giorgio Caniparo (agent), Via Villani 12, Biella (Vercelli province). WTD 3/23/65.

SPAIN—Fruit and vegetable packaging machinery, especially advance designs and newly developed types. Machinery for vacuum wrapping food products in cellophane or plastic envelopes. Manuel Herrero Ayuso (agent, distributor), San Ramon Nonato 6, Madrid (16). WTD 7/27/64.

358 Service Industry Machines

SOUTH AFRICA—Gasoline dispensing pumps, computing type, for use at filling stations; barrel pumps, lubricating oil; grease pumps; grease guns; lubricating oil pumps. Holtung van Maasdyk (Pty.), Ltd. (importer, wholesaler, manufacturer, retailer), P.O. Box 6511, Johannesburg. WTD 5/5/64.

SPAIN—Commercial laundry equipment, especially fully-automatic equipment. Coin-operated machines, other related products. Machinery offered must be entirely new. Manuel Herrero Ayuso (agent, distributor), San Ramon Nonato 6, Madrid (16). WTD 7/27/64.

361 Electric Transmission, Distribution Equipment

MEXICO—Electrical transformers and circuit breakers. Promotora de Importaciones y Exportaciones, S.A. (sales and commission agent), Reforma No. 400-702, Mexico, D. F. WTD 3/17/65.

362 Electrical Industrial Apparatus

MEXICO—Capacitors. Promotora de Importaciones y Exportaciones, S.A. (sales and commission agent), Reforma No. 400-702, Mexico, D. F. WTD 3/17/65.

SOUTH AFRICA—Generator sets: gasoline-engine driven; diesel-engine driven; dual-fuel engine driven; wind driven. Autopower (Pty.), Ltd. (importer, wholesaler, sales agent), P.O. Box 3459, Johannesburg. WTD 5/27/65.

366 Communications Equipment

MEXICO—Single side band carrier frequency transmitters. Promotora de Importaciones y Exportaciones, S.A. (sales and commission agent), Reforma No. 400-702, Mexico, D. F. WTD 3/17/65.

371 Motor Vehicles, Equipment

ITALY—Automobile safety belts. Bruno Pandolfi (agent), Corso Marconi 40, Torino. WTD 10/13/64.

381 Engineering, Laboratory, Scientific and Research Instruments and Association Equipment

NEW ZEALAND—Educational science equipment for laboratory demonstration purposes, such as the Physical Science Study Course system. Bruce McLeod, Managing Director, Educational Aids and Services, Ltd. (importer, wholesaler), 231 Khyber Pass Rd. Auckland, C.3. WTD 3/12/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Testing and measuring instruments and equipment for high voltage lines; (220/380/500 volts and 10,000/20,000/30,000/40,000 volts, etc.) CIF Hamburg/Bremen. Helmut Petersen (importer, sales agent), 7 Melemstrasse, 6 Frankfurt/Main. WTD 3/17/65.

383 Optical Instruments, Lenses

NEW ZEALAND—Microscopes for high school and university classroom use. Bruce McLeod, Managing Director, Educational Aids and Services Ltd. (importer, wholesaler), 231 Khyber Pass Rd., Auckland, C.3. WTD 3/12/63.

385 Ophthalmic Goods

GERMANY—Ophthalmic instruments, especially overhead projectors, industrial stereoscopic microscopes, hand refractometers. Klaus W. Reiser (importer, sales agent), 13 Hochstaedter Str., 6 Frankfurt/Main. WTD 3/17/65.

SOUTH AFRICA—Artificial eyes and contact lenses, ophthalmic. S. Basman (importer, manufacturer, retailer, wholesaler), P.O. Box 9633, Johannesburg. WTD 3/17/65.

386 Photographic Equipment

GERMANY—Drycopy instruments and material. Klaus W. Reiser (importer, sales agent), 13 Hochstaedter Str., 6 Frankfurt/Main. WTD 3/17/65.

394 Toys, Amusements, Sporting Goods

NEW ZEALAND—Educational toys. Bruce McLeod, Managing Director, Educational Aids and Services Ltd., 231 Khyber Pass Rd., Auckland, C.3. WTD 3/12/63.

VENEZUELA—Toys, all kinds. Agency and distribution for Venezuela. Requests replies in Spanish. Representaciones Orientales S.A.—"REPO" (importer, distributor, sales agent), Apartado 2264 Caracas, Edificio General Urdaneta, Oficina 41, Marron a Pelota, Caracas. WTD 3/16/65.

Burma invites tenders on megaphones, amplifiers

Electrical Stores Corporation, 77/91 Sule Pagoda Rd., Rangoon, has issued tender No. 186/EL(P) 64-65 calling for various quantities of transistorized amplifiers, megaphones, speakers and microphones.

Among equipment requested are 100 each 20-30 watt and 300 each 30-50 watt transistorized, 12V battery powered amplifiers, 300 each 30-50 watt transistorized, battery and mains powered, amplifiers, 100 each dynamic type microphones, 400 each trumpet speakers and 400 portable megaphones.

For loan copies of the bidding documents, available to firms located in the U.S., **write:** Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Paper, board requested

The People's Stores Corporation, Prome Rd., Rangoon, Burma, has issued tender No. 71/SAMA/2/65, with a bid deadline of April 19, to purchase 5,000 reams cellophane paper, 500 reams .009 mm. gauge silver paper, and 680 long tons cardboard and duplex board in various sizes, colors and weights.

A copy of the tender is available on loan to firms located in the U.S. from Forest Products Division, BDSA, Department of Commerce. (Telephone: 202-WO 7-3003).

Government of Hong Kong invites bids for valves

The Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd., Hong Kong, has issued a tender for the supply of P.V.C. diaphragm, gate or similar type valves for use with rigid P.V.C. piping conveying sea-water for flushing purposes.

Valve body must be rigid polyvinyl chloride diaphragm-rubber or similar material resistant to sea-water corrosion; inlet and plain-spigot outlet ends for jointing to P.V.C. pipes.

Quantity and sizes required are: 7,000 ½"; 2,000 1¼"; 1,500 1½"; 1,500 2"; 300 2½"; 200 3"; 200 4"; 100 6". First deliveries must be by January 1966.

Bid deadline for Tender No. Stores C/52/107/65, is May 7.

Specifications are available on short-term loan to firms located in the United States from the GIEC Division, BDSA-6320, Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Leads for Importers

Commodities are offered direct unless specified.

201 Meat Products

YEMEN ARAB REPUBLIC—Sheep and goat hides. Can provide up to 10,000 of each kind per year. Salem Mohammad Shammakh (exporter, importer, wholesaler), P.O. Box 372, Hodeida. WTD 2/22/65.

203 Canning, Preserving Foods

PHILIPPINES—Canned meat specialties (ox and lamb tongues). John B. Khu, Executive Vice-President, Eveready Canning Corp. (manufacturer), 76 Rizal Ave. Ext., Malabon, Rizal; Bx 2326, Manila. WTD 1/25/64.

Tropical fruit marmalades, jams, jellies and preserves. Antonio Kornerup, General Manager, Lazatin Enterprises Corp. (manufacturer, exporter), Mexico, Pampanga Box 2221, Manila. WTD 5/9/64.

208 Beverages

GERMANY—Alcoholic beverage, real original Steinhaeger; fob Hamburg or Bremen. Friedr. Niederstadt KG (manufacturer, exporter), Bielefelder Str., 4803 Steinhagen. WTD 3/15/65.

209 Food Preparations

GERMANY—Powdered emulsifying agents for bakery products made of wheat. Lucas Meyer (manufacturer), Ausschlaeger Elbdeich 21, Hamburg 28. WTD 9/28/64.

PHILIPPINES—Castor oil in different grades (crude, refined, and refined and deodorized). Manuel S. Uy, Jr., President and General Manager, Alpha Deutsche Refinery Corp. (manufacturer, exporter), 2nd Floor, M. Tiaoqui Bldg., Plaza Sta. Cruz, Box 144, Manila. WTD 5/19/64.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

SWEDEN—Complete teak doors covered with copper on the outside used mainly for private homes. Also pivoted windows of wood, or wooden frame with metal profiles and metal out sashes. Brochure available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. AB Reventa (exporter, manufacturer), Birger Jarlsgatan 15, Stockholm. WTD 2/26/65.

281 Industrial Chemicals

PHILIPPINES—Activated carbon (from coconut shell charcoal). Miss Belen D. Panganiban, Resins Inc. (manufacturer), 610 Tanduay, Box 2534, Manila. WTD 1/11/64.

SOUTH AFRICA—Molasses, alcohol, and other by-products of the sugar industry, such as solvents and detergents, in bulk. J. Dupont & Co. (S.A.) (Pty.) Ltd. (exporter, agent), P.O. Box 3227, Durban, Natal. WTD 3/12/65.

345 Screw Machine Products

SWEDEN—Rivets, soldering tags and pins for the radio, television and telephone industry. Gotarps Fabriks AB (importer, exporter, wholesaler, manufacturer), Gnosjo. WTD 3/1/65.

346 Metal Stampings

FINLAND—Colored aluminum cake molds, kettles, saucepans, and sauna supplies, colored aluminum buckets, ladles, scoops; descriptive brochures, price lists available upon request, from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. MTH-Keskus Oy (exporter, importer), Aleksanterinkatu 15 B, Helsinki. WTD 3/22/65.

351 Engines, Turbines

THAILAND—Gasoline and diesel high-speed engines for industry and construction. Horse power ranges 10-30, speed 3000-4000 r.p.m. Either water-cooled or air-cooled system. Loxley (Bangkok) Ltd. (international representative), 304 Suapah Rd., Bangkok. WTD 9/21/64.

386 Photographic Equipment

FRANCE—Microfilms, micro-sheets, for the graphic arts. Anciens Etablissements Vannier (manufacturer), 22-24 rue Guichard, Cachan (Seine). WTD 6/22/64.

391 Jewelry, Silverware

ISRAEL—Direct buyers sought for hand-made silver jewelry including bracelets, rings, necklaces, brooches, friendship chains, cufflinks. Export agent also offers for direct sale semi-precious Israel stones, cut and polished. Inquiries are invited from all parts of the United States. Delivery time for sample orders two to three weeks, for larger orders subject to negotiation. Price lists and catalogs available upon request from: Traders Trust, 59 Haifa Rd., P.O. Box 20209, Tel Aviv. WTD 1/22/65.

396 Costume Jewelry, Novelties, Buttons, Notions

SWEDEN—All kinds of buttons used for overalls. Gotarps Fabriks AB (importer, exporter, wholesaler, manufacturer), Gnosjo. WTD 3/1/65.

All kinds of eyelets and hooks for the shoe industry. Gotarps Fabriks AB (importer, exporter, wholesaler, manufacturer), Gnosjo. WTD 3/1/65.

504 Groceries, Related Products

YEMEN—"Mocha" coffee beans in 80 kilo bags. Can provide approximately 1,000 metric tons per year. Salem Mohammed Shammakh (exporter, importer, wholesaler), P.O. Box 372, Hodeida. WTD 2/22/65.

Dairy machinery sought by Iraqi organization

The Dairy Administration, Abu Ghraib, Iraq has issued Tender No. 7/64-65, for the supply of machinery and equipment for the manufacture of ice cream, yoghurt, and cheese. Bid deadline is June 30.

Terms and specifications may be obtained from the Dairy Administration, at the above address, for $14.

Kuwait Government to build centers, water pipeline

The Government of Kuwait seeks bids from registered Class I contractors having Kuwaiti partnership. One bid invitation includes encasement and installation of approximately 34 miles of water pipeline at Skh Aiba.

This project will probably cost $1 million, with a May 30 deadline for submitting bids with a $70-thousand guarantee. Documents are available for $42 (not refundable).

Category I contractors are invited to bid on three separate projects for suburban centers construction, estimated at $4 million, with May 16 deadline.

Documents on each project are available from the Central Tenders Committee for $280 (not refundable), and the contractors guarantee will range from $35,000 to $84,000.

All bids submitted must be valid for 90 days.

Hong Kong invites tenders for pumping equipment

The Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd., Hong Kong, has issued a tender for the supply of pumps, fittings and control equipment for the Jordan Valley, Sau Mau Ping and Mount Davis Resite Areas. Tender No. C/39/77/65; bid deadline is April 30.

Specifications are available on short-term loan to firms located in the United States from the GIEC Division, BDSA-6320, Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Steel plate, phosphorous iron sought by Korean Government

The Office of Supply, Government of the Republic of Korea, Seoul, has issued Invitation No. KFX-5020-N, with a deadline of April 20, for bids on 40 metric tons of steel plate, 20 mm. x 1800 mm. x 10,000 mm. and 50 m.t. of lump size phosphorus iron, P: 20-25%.

A copy of the tender is available on loan to firms located in the United States from the Iron and Steel Division, BDSA-6380, Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO 7-2363).

Bids for road construction requested in South Africa

The Chairman of South Africa's Cape Provincial Tender Board invites bids on approximately 50 miles of construction on Trunk Road No. 8 between Manchester and Tavistock in Cape Province.

This project includes subgrading, subbase, basecourse, bituminous surfacing, culverts and required supplementary work.

Bid deadline is April 20 on Tender No. M.1/65, to be submitted to the above named Board at Provincial Building, Wale St., Cape Town.

A copy of the general tender conditions is available to U.S. firms for loan only, from the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-3601).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

CHILE—Christian Vick T., IANSA (Industria Azucarera Nacional S.A.), Huerfanos 1078, Ps. 3, 4, y 5, Santiago, **interested in visiting sugar beet producers and demonstration fields regarding fall land preparation, mechanization, use of monogerm seeds.** April 15 via Miami for 100 days; c/o D. Frolov, Josselyn House, Vassar College, Poughkeepsie, N.Y. Itinerary: Washington, D.C.; New York and Syracuse, N.Y.; Chicago; Moorhead, Minn.; Billinger, Missoula, Montana; Moses Lake, Wash.; Idaho Falls, Idaho; Sacramento, San Francisco, Salinas, Spreckels, Los Angeles, Calif. WTD 8/13/63.

ISRAEL—Levi Kovarski, Technical Manager, Coating Department, Joint Pipe Industries, Ltd., P.O. Box 62, Ramleh, **interested in modern and new methods and equipment for coating and lining steel pipes with asphalt or coal tar enamels, mortar and other materials;** desires to visit plants in this field and confer with officials in the industry. Mid-April via New York for 6-8 weeks; c/o Solcoor Inc., 850 Third Ave., New York, N.Y. Itinerary: New York, Pittsburgh, Houston, Dallas. Los Angeles, and others to be planned. WTD 8/19/64.

NETHERLANDS—J. van der Voort, Commercial Manager, and P. W. Vermeer, Technical Manager, N.V. Jacobs IJzerhandel, 198-206 Gerard Doustraat, Amsterdam, **interested in meeting manufacturers of door hardware, builders hardware, hand tools, do-it-yourself equipment and materials, particularly newly developed products.** April 20 via New York City for 3 weeks; c/o Department of Commerce New York Field Office. Itinerary: New York, Boston, Washington, D.C., Pittsburgh, Cleveland and Sidney, Ohio.

R. V. H. Fortuin, manager, Deventer Elastiekfabriek Fortuin & Co. N.W., 8-24 Rielerweg, Deventer, **interested in visiting elastic webbing mills and exchange of know-how.** April 30 for 9 days via New York; c/o Department of Commerce New York Field Office. Itinerary: mainly New York, but flexible.

W. H. van Konijnenburg, representing W. van Konijnenburg N.V., 48 Prins Hendrikkade, Amsterdam, **interested in pneumatic tools, car-washing equipment for self-service as well as car laundries, small non-mechanical material handling equipment to complement extensive line of wheels and casters; tools in the packaging field such as sealing and shaping tools, nailing and stapling equipment; automotive maintenance equipment.** March 24 via New York City for 2-4 months. After April 8, c/o Department of Commerce Chicago Field Office. Itinerary: New York, Pittsburgh, Cincinnati, Cleveland, Chicago, others to be arranged.

NEW ZEALAND—Jack Urlwin, representing Peak Records, Ltd., Shirwin Advertising Ltd., Urlwin Industries, Ltd., 76 Chester St., Christchurch 1, **interested in royalty arrangements with well-known phonograph record companies and the production of a range of ancilliary equipment, licensing arrangements for electrical domestic appliances and accessories, and contacting national advertising agencies.** April 5 via Niagara Falls for 5 weeks. From April 5-14, c/o Frederick & O'Meara, 11 Broadway, New York 4, N.Y.; after April 14, c/o Oceanic Steamship Co., 533 West 6th St., Los Angeles, Calif. Itinerary: Buffalo April 6, New York April 7-14, Washington April 15, Cincinnati April 16, St. Louis April 17, 18, Chicago April 18-22, San Francisco April 24-28, Los Angeles April 30-May 7. WTD 3/15/65.

PAKISTAN—Khurshid Ahmad Zubairi, Pan Asiatic Traders, P.O. 667, 65 The Mall, Lahore, **interested in automotive spare parts and accessories, garage equipment and tools, railway signalling and tract equipment, technical information on these.** Third week of April via New York for 3 weeks; c/o Consulate General of Pakistan in U.S.A., 12 East 65th St., New York 21, N.Y. Itinerary: New York, Marrinette, Wis., Los Angeles, Chicago, Torrence, Calif. WTD 3/19/65.

SOUTH AFRICA—Leon Ospovat, Denver Metal Works (Pty.), Ltd., 18-24 Crystal St., P. O. Box 25684, Denver, Transvaal, **interested in continuous casting plant for phosphor bronze, aluminum bronzes and brasses; semi-continuous casting plant for bronze and aluminum bronze, low-producing reeling machine for brass and bronze bars, sizes 3-6"; small press for compacting of brass and bronze swarf; roll straightening machine for hexagon square and shapes up to 2½" hexagon.** April 23 via New York for 3 weeks; c/o Department of Commerce New York Field Office. Itinerary: Tulsa, Okla. WTD 3/24/65.

SOUTH AFRICA—I. Miller, managing director, W. Miller (Pty.), Ltd., 34 Main St., Somerset West, Cape, **interested in visiting large organizations distributing building materials and allied products retail and to builders.** April 28 via Chicago for 7 weeks; c/o American Express offices in cities on itinerary. Itinerary: Chicago, New Orleans, Atlanta, Houston, San Antonio, Los Angeles, San Francisco, Portland, Seattle, New York. WTD 3/11/65.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 304 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-3721

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 9-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15219, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 224-3361.

RENO, NEV., 89502, 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 639, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated March.

American Firms, Subsidiaries and Affiliates—Colombia.

Business Firms—United Republic of Tanzania.

Machinery and Equipment, Except Electrical Importers and Distributors—Lebanon.

Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Switzerland.

Photographic Supplies, Dealers and Photographers—United Kingdom.

El Salvador seeks installation of specified hospital equipment

El Salvador's Director of the Instituto Salvadoreno del Seguro Social seeks bids on hydraulic, sanitary and medical equipment installations in a general hospital in San Salvador.

May 3 is deadline for interested firms to submit their bids, in Spanish, and specifications (in Spanish) are available for $100. **Write:** Instituto Salvadoreno del Seguro Social, 3a. Calle Poniente y 23 Avenida Norte, San Salvador, El Salvador.

Iraq extends bid deadline

The Tobacco Monopoly Administration of the Republic of Iraq has extended the closing date for bids on the two-part contract to construct a tobacco manipulation plant in Sulaymaniyah.

Deadline is extended to April 29 from March 18 (INTERNATIONAL COMMERCE, Feb. 8, p. 30).

A copy of the documents and drawings for this project are available for review only, not for loan, in the Building Materials and Construction Industry, Room 4014, Department of Commerce (telephone: 202-967-3601).

Construction Projects

Reports from overseas on late building and construction.

BRITISH GUIANA—Ministry of Communications plans to construct **microwave communications system** linking Georgetown with New Amsterdam and Mackenzie. Tenders for system, expected to cost about $5 million, will be requested probably in June. The system, which was recommended by British consulting firm in 1964, will handle telephone and telegraph communications and will also be capable of transmitting television programs.

Ministry also plans to procure equipment to expand capacity of Georgetown telephone equipment, but U.S. Consulate General assumes this contract will go to British firm since new equipment would have to be compatible with that already in use.

CANADA (C$10 = $9.25)—Alberta Government plans to invest up to $40 million to build **railway** to untapped resources in northwestern part of Province. Premier E. C. Manning said railway would provide direct outlet to Pacific ports (Prince Rupert and Vancouver) for iron ore reserves west of Peace River near Great Slave Railway; agricultural produce from potential farmlands west of great Slave Line; mineral resources in Northwest Territories just north of Alberta; and coal, lumber, pulp and gypsum reserves in western Alberta. "We will end up with a direct rail outlet to all the resources of the northwest," Manning said. "This area is the great remaining area in North America of great resources relatively untouched." The Government is hopeful that construction will start this year.

Manning, in his presentation to the Provincial Legislature, outlined both short-range and long-range plans for railway. First stage, involving investment of about $16 million would run from Canadian National Railway (CNR) east-west main line, 15 miles west of Hinton to a point 100 miles northwest in Smoky River area. This would allow development of high-grade coking coal in that area and exploitation of gypsum deposits immediately to the south.

Second stage would extend line into rich timber area south of Grande Prairie. Decision by pulp interests to build mill or mills in this area would bring an "almost immediate" northward extension of railway. Ira McLaughlin, chairman of Northern Development Council, said there is interest in establishing a mill in the area but "lack of transportation had appeared to be the stumbling block."

Long-range plans, as outlined by the Premier, would see line reaching 200 miles to Grande Prairie and connecting with Northern Alberta Railway to coast and establishing a direct link with Pine Point Railway to the north. This junction of railways would turn Grande Prairie into supply and distribution center which would encourage the opening up of vast areas of desirable farm lands. Dr. D. G. Faris of Beaverlodge Experimental Farm says, "Pressure for new land is forcing agriculture further and further north and we are working on new plant varieties needed to open millions of northerly acres to farming." He estimates there are 13 million acres in Peace River country alone available for development and believes that as barley is earliest maturing cereal it would be the most suitable crop for stabilizing northern agriculture.

Financing of railway will come from reserves of Alberta Government. A corporation run directly by cabinet and empowered "to own and operate railways" will provide necessary capital for CNR, which will build, operate and maintain new line on lease-purchase basis with rentals paid to Alberta Crown Corp. at least equal to six percent return on Alberta Government's investment. Government plan anticipates that CNR would purchase railway within a few years.

British Columbia Hydro and Power Authority has rejected both of the bids it had received in connection with construction of the **Arrow Dam** on the Columbia River "as not complying with the specifications." Announcement continued that the two organizations which had presented tenders and other companies that were in a position to undertake the project have been invited to consider a new proposal outlined by B.C. Hydro engineers and consultants. A contract will be awarded shortly, the Authority concluded.

A local press report speculates that the bids, which were for $69.8 and $71.9 million, respectively, were rejected because they were about $20 million higher than planners had estimated. According to an industry source reported in the press, the contractors, faced with certain risk factors in connection with construction of the dam, had provided funds in their bids to cover these risks.

Low bidder was The Foundation Co. of Canada. The other bidder was a consortium of Emil Anderson Construction of Hope, B.C., Mannix Co., Ltd., of Calgary, McNamara Construction Co. of Toronto, and Standard-General Construction (International), Ltd., of Vancouver.

ITALY (1000 lire = $1.60)—Sicilian Regional Assembly passed law that authorizes founding of company to build and operate **floating drydock** in Palermo capable of handling ships of up to 100,000 tons. The company will be half owned by SOFIS, the Sicilian public holding and investment company, and half by the private Fondazione Piaggio, a Genoa company that owns Palermo's shipyard, the Cantieri Navali Riuniti. National government expected to sponsor expansion and improvement that Palermo's port will need to handle building of drydock and additional traffic.

Regional law of 1957 provided for help to public entities established to build and operate drydocks. New law offers this help to a company with private participation. Region will contribute 300 million lire a year for 35 years, which is expected to cover interest on six to seven billion lire loan that new company will have to raise for construction of drydock.

Cantieri hopes new company will be formed and construction started within a few months. It hopes to build most or all of drydock and to employ about a thousand men on construction. Equal number should be employed to handle increased amount of repairs that drydock will bring to Palermo.

JAMAICA (1L = $2.80)—Alcan Jamaica, Ltd. plans to expand **alumina production capacity** of their Ewarton Works by 36,000 long tons per year. Construction of additional facilities to start immediately and to be completed in 14 months. Announcement made by Minister of Trade and Industry, Robert Lightbourne. With him at press conference was Dr. James F. Horwood, managing director of Alcan Jamaica, Ltd.

Expansion will bring production capacity of Ewarton Works to up to 310,000 tons per year. Project, estimated to cost L650,000 ($1.82 million), is not expected to provide any significant increase in employment, apart from those engaged in constructing new facilities.

Lightbourne said Alcan has promised to invite tenders from local firms for construction work; their acceptance will depend on contractors' capacity to handle job and on their bids being competitive. Door therefore appears to be left open to foreign firms.

JAPAN (100 yen = $2.77)—Tokyo expressway Public Corp. has announced the international bidding for **construction of bridges** for a section of the Hanedayokohama Expressway. A partial outline of this announcement follows: total length of work area approximately 1,700 meters; width approximately 16.5 meters; structure and kind of construction: steel composite girder standard span 30 meters, about 50 spans; weight of steel: approximately 4,500 metric tons; construction period: approximately 660 days from date following conclusion of contract.

Application for prequalification must be submitted to the contract section of the corporation at No. 1-38, Mitake-Cho, Shibuya-Ku, Tokyo, before May 20. Information required with application includes certificate of identity of tax payment for the preceding two years; bank references and liaison office in Japan; name and biographies of senior officers and engineers engaged in steel bridge work and total number of engineers and officers; balance sheets and profit and loss statements for preceding two years certified by public accountant or auditor; construction records for preceding five years; amount of construction work classified by types performed for preceding two years; total amount of steel bridge works on hand and descriptions of the major works, and statement concerning any work application not completed after receiving award for construction; total depreciated value of machinery and equipment available for construction works, stating whether owned or rented, and description of machinery and equipment available for the steel bridge; description of patent right and special method of construction, if any.

MALAYSIA (M$100 = $32.68)—U.S. Embassy, Kuala Lumpur, will be issuing IFB for **construction of a deputy chief of mission's residence.** Suppliers may obtain from Embassy a list of all prospective bidders which have been furnished copies of plans and specifications; they should then communicate directly with these bidders who are responsible to determine requirements, not the architect nor the Department of State in Washington. Payments in foreign currency are desired. This building consists of approximately 3,675 gross sq. ft.

The American Consulate General, Singapore, will be issuing IFB for **construction of two senior officers residences.** Prospective subcontractors and material suppliers may obtain from the Consulate General a list of all prospective bidders which have been furnished copies of the plans and specifications; they should then communicate directly with such bidders who are responsible to determine requirements, not the architect nor the Department of State in Washington. Payments in

foreign currency are desired. These two buildings together consist of approximately 3,295 gross sq. ft.

PAKISTAN—Executive Committee of National Economic Council at meeting in Lahore sanctioned **number of projects** in Pakistan under third five-year plan.

The committee considered and took decisions on a number of important economic issues and development schemes pertaining to East and West Pakistan.

In the industrial sector, during the Third Five Year Plan, the West Pakistan Government proposes to establish seven **service centers** for producer goods industries like electrical appliances; wood working and joinery in Bazara with extension at Rawalpindi; light engineering at Mardan with extension at Bannu; packing, printing and graphic arts at Karachi; glass industries at Hyderabad with extension at Multan; educational equipment at Lahore with extension at Lyallpur; rubber and plastic industries at Rawalpindi.

Similarly, the Government of East Pakistan proposes to set up eight **service centers** for light engineering, textiles, woodworks, leather and footwear, sericulture (reeling, weaving and printing), and rural industry.

In water and power sector, committee approved scheme of irrigating 1,600,000 acres in Jessore unit phase-1 of Ganges Kabadak Project, which is expected to yield net benefit of Rs. 393 lac against an annual cost of Rs. 71 lac thus giving a benefit to cost ratio of 5.53:1.

In health sector, committee approved establishment of medical college at Rangpur with attached hospital of 500 beds.

In housing sector, committee approved construction of residential accommodation for Central Government staff at Dacca to accommodate 130 families.

Committee also approved revised scheme for introduction of government-sponsored transport service at Dacca, Chittagong and their suburbs. **Write:** West Pakistan Industrial Development Corp., Lahore, and/or East Pakistan Industrial Development Corp., Dacca.

SOUTH AFRICA (1 rand = $1.40)—Government-controlled Electricity Supply Commission (ESCOM) plant to increase its capacity by 60% over next five years and will spend R400 million in building two **power stations,** each with a capacity of 2,000 megawatts. One of the stations will supply Southern Transvaal region and the other Natal province. Both stations undoubtedly will be located adjacent to Eastern Transvaal coalfields since their total coal consumption is estimated at 12 million tons annually. **Write:** ESCOM, Pretoria, South Africa.

Further information available on **expansion of Durban Harbor Development** (INTERNATIONAL COMMERCE, Jan. 25). Minister of Transport B. J. Schoeman, during his budget speech in the House of Assembly in Cape Town, gave some details of plans for long-term development of Durban harbor. He said four new piers, which will provide about 30 extra berths, are to be constructed in vicinity of Salisbury Island. In the meantime, however, work on only one of these piers is being authorized, and preliminary work has begun. Pier will provide seven new berths, and will cost an estimated R20.5 million. Minister also gave some details of a new marshalling yard and goods depot to be constructed at bayhead at an estimated cost of R12 million. This should greatly increase the efficiency of the port. **Write:** Ministry of Transport, B. J. Schoeman, Pretoria, South Africa.

SURINAM (100 guilder = $53.75).—SURALCO, (subsidiary of Aluminum Co. of America) plans to expand capacity of **alumina plant** to begin operating in late summer. Currently under construction at Paranam are two units with total annual capacity of 400,000 tons. New unit will raise SURALCO's annual capacity to 600,000 tons and will require additional investment of $11 million. New unit expected to be completed by September, 1966. This new investment will raise SURALCO's total investment in aluminum smelter (scheduled to begin operating next October), alumina plant and Afobaka dam to about $160 million.

Billiton Co. (Dutch-owned firm) will receive 130,000 tons of alumina annually and has option for 100,000 tons more. SURALCO apparently believes possibilities of alumina sales in Common Market countries are promising.

TRUCIAL STATES—Awarding of contract for construction of 150-mile **oil pipeline** from Shell's Oman Fields to Al-' Uzaybah will be announced on July 1, with June 1 as deadline for submission of bids. Firms interested in this project must sign up before May 1. Among well-known companies already in bidding are Motherwell Bridge/McNeill, Wimpy, Entrepos, Williams, Brown and Root, Bechtel International, and several others.

Metal tunnel supports sought by Steel Corporation of Iran

The Steel Corporation of Iran invites bids on 500 pieces of metal for tunnel supports.

The following specifications are required: weight, 30.9 lbs. per meter (3.281 ft.); surface, 40.9-45.2 sq. ft.; height and base, 6.6-7.4 ft.; and curvature, 3.6-4.1 ft. The above to be complete with clamps plus an addition 20% of clamps.

Deadline is April 19. **Write:** Steel Corp. of Iran, Tehran.

PORTABLE REFRIGERATORS, WASHING MACHINES

Manufacturer of fuel oil equipment, including stoves, and ranges, compressed air generators, and central heating boilers, gas ranges, and machine-tools seeks U.S. licensing rights on small portable refrigerators for camping, and small portable washing machines for a maximum of two kg. laundry.

Write: Etablissements Amstutz Levin & Cie, 6 Blvd. du Temple, Paris 11, France. WTD.

LICENSE OFFERED

An Austrian enterprise manufacturing small-size farm equipment, including motor-mowers, rotary tillers with complete line of accessories offers a license to a U.S. company for production of these items in the U.S. Patented new designs are claimed to bring very efficient results with small engines (four-eight hp.), permitting economical operation and ease of maneuvering.

Write: Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to file 1293R.

Puerto Rico REEC sponsoring sixth general gathering

Members to hear April 30 talks by team back from Spain mission

Members of the 1964 U.S. trade mission to Spain will join Daniel L. Goldy, National Export Expansion Coordinator, and Roy L. Morgan, field services director for the U.S. Department of Commerce, as program participants at the sixth general membership meeting of Puerto Rico's Regional Export Expansion Council.

The meeting will be held on Friday, April 30, at Cecilia's Place Restaurant, Isla Verde.

To emphasize his support of the export expansion program, Governor Roberto Sanchez Vilella has invited REEC members to a gathering at La Fortaleza following the meeting.

Agenda

With Dr. Carlos J. Lastra, REEC chairman, presiding, Morgan will address the morning session and Goldy will be the luncheon speaker. The potential that Spain offers Puerto Rico will be discussed at a panel by Bradley Murray, director of the Department of Commerce mission to Spain, and mission members Richard C. Durham and Daniel Rosenbaum. Durham is a member of the REEC export promotion committee and Rosenbaum is president of the Sugar Rose Canning Co., Tampa, Florida. The panel discussion will be followed by individual conferences with mission members.

A $5.50 fee will cover the cost of the meeting and the luncheon. Checks may be sent to the Council, or payment may be made at the door.

Write: Regional Export Expansion Council of Puerto Rico, 605 Condado Ave., Room 628, Santurce, Puerto Rico. Telephone: (809) 723-4640 or 723-2052.

ALUMINUM CONTAINERS, HYDROFOILS, FLOATING DRILLING STATIONS

License sought to produce large aluminum containers, hydrofoils, and floating drilling stations by manufacturer of containers, boats, large dredges.

Write: Karlskronavarvet AB, Stockholm, Sweden. WTD.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Market Profiles for the Far East. OBR 65-12. 15pp. This report presents a series of one-page summaries on the economies of 13 Far Eastern countries and the Ryukyu Islands.

Foreign Trade Regulations of Lebanon. OBR 65-13. 6pp. Outlines Lebanon's trade policy; import tariff system; required documentation and fees; labeling, marking and packing regulations, special customs provisions; nontariff import controls; Lebanon's export controls, and U.S. controls affecting trade with Lebanon.

Foreign Trade Regulations of Sweden. OBR 65-14. 9pp. Contains the same general types of information as OBR 65-13, above.

Market Factors in the Federal Republic of Germany. OBR 65-16. 7pp. Summarizes the outlook for exports to Germany, the scope and nature of the market, competitive factors, the U.S. share of the overall market, and analyzes the market for selected commodities and services.

Establishing a Business in Morocco. OBR 65-17. 12pp. Describes the Moroccan investment climate, legislation governing investment, types of business organization allowed, patent trademark and copyright protection, the employment situation, the taxes to which foreign investments may become subject, the availability of local capital, basic economic facilities available in Morocco, and investment information services which can be consulted.

***Canadian Almanac and Directory: 1965.* Pitman Publishing Co., New York. 776pp. $12.50.**

Published as a basic reference work for Americans who deal with Canada and for reference libraries, the 776-page almanac contains over 50,000 indexed listings. Entries in the 1965 edition range from complete directories of Canadian post office, transportation and shipping facilities; national, provincial and municipal government officials; judges, court personnel and law firms; banks and branches, to detailed listings of educational institutions, associations, financial tables, and even liquor regulations, and salutations and forms of address.

Write: Jonathan Leff, Pitman Publishing Corp., 20 East 46th Street, New York, N.Y. 10017.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

Invest in U.S.

Industrial Development magazine has published a special study, "Invest in the USA," on investment opportunities in the United States for outside investors.

The 28-page report includes an invitation from President Johnson to businessmen of other industrial countries to explore investment opportunities in the U.S.

The report outlines product possibilities in the U.S. market, major cost factors, taxes and regulations.

Also included are a number of success stories of foreign firms' investments in the United States. Firms with U.S. operations include Sweden's Ericcson Telephone Co., West Germany's Farbwerke Hoechst, England's Bowater and Japan's Sekisui Chemical Co.

The report outlines a guide for the foreign company that wants to have its products manufactured in the U.S.

"Invest in the USA" will be distributed abroad, especially in Western Europe and Japan. It will be translated into several languages.

Write: Conway Research, Inc., 2600 Apple Valley Rd., Atlanta, Georgia 30319.

***Commercial Arbitration.* By Martin Domke. Prentice-Hall, Englewood Cliffs, N.J. 116 pp. $2.25.**

The laws and practices of commercial arbitration which prevail in the United States are set out in this book. Material on Foreign Trade Arbitration is included and will be of special interest to the foreign trader and investor.

Write: the American Arbitration Association, 140 West 51st Street, New York, N.Y. 10020.

***Primer of U.S. Foreign Economic Policy.* By Elliot Zupnick. No. 169 in the Foreign Policy Association's Headline Series. New York. 64pp. 75 cents.**

This issue brings into focus current problems, and some suggested solutions, in the field of foreign economic policy. It describes our economic relations with the advanced industrial nations, the underdeveloped non-Communist world and the Communist, beginning with an analysis of U.S. dollar difficulties.

Write: The Foreign Policy Association, 345 East 46th Street, New York, N.Y. 10017.

***For a Federated Latin America.* By Miguel H. Viteri. Exposition Press, New York. $3.50.**

The author's view is that Latin America has no chance of real material progress as long as its nations remain politically separate. He reviews problems such as agrarian reform, tax reform, education, military matters and poverty, and suggests the formation of an advertising body to promote federation through associations, political groups, businesses, labor unions, professional people, students and communications media.

Write: Exposition Press, Inc., 386 Park Avenue South, New York 16, N.Y.

***The Economics of the Developing Countries.* By Hla Myint. Frederick A. Praeger, New York. 192pp. $5.50 (Paperback: $1.95)**

An attempt to present a balanced, coherent picture of the problems facing the developing countries, and the adequacy of some of the economic development theories in vogue during the past 15 years.

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Calendar *for international traders*

April

12—World Trade Association of Montgomery County (Pa.), luncheon meeting, Crossroads Motel, **Norristown, Pa.**

12—FCIA Workshop for insurance brokers, agents, international bankers, 9 a.m., Pfister Hotel, **Milwaukee.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

13—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

13—Automotive Exporters Club of Chicago, Builders Bldg., **Chicago.**

13—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

13—In-Office Workshop, 10 a.m.-12 noon, Field Office, **Cleveland.** Sponsors: REEC; Field Office, Department of Commerce.

13—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC, World Trade Club.

13—South Florida Regional Export Expansion Council, regular monthly meeting, 12 noon, **Coral Gables, Fla.**

13—World Trade Workshop on Financing Exports, 9:45 a.m.-3 p.m., Chamber of Commerce Committee Rooms, **Los Angeles.** Sponsor: Chamber of Commerce.

13—In-Office Export Workshop, Field Office, **Pittsburgh.**

13—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

13—FCIA Workshop for insurance brokers, agents, international bankers, 9 a.m., Highland Room, Carson Pirie Scott & Co., **Chicago.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

14—Minnesota World Trade Assn., monthly dinner meeting, Radisson Hotel, **Minneapolis.**

14—FCIA meeting, 9 a.m. Mid-Day Club, **Cleveland.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

14—FCIA Workshop for insurance brokers, agents, international bankers, 9 a.m., North Star Inn, **Minneapolis.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

15—In-Office Workshop on Export Expansion, Skokie Valley Industrial Assn., **Skokie, Ill.**

15—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

15—FCIA Conference, North Star Center, **Minneapolis.** Sponsors: Foreign Credit and Collection Chapter, North Central Credit and Financial Management Assn.; Minnesota World Trade Assn.

15—REEC meeting, 2 p.m., Federal Reserve Bank Bldg., **Philadelphia.**

15—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; South Florida REEC.

15—FCIB Drug, Chemical & Food Export Club, luncheon-meeting, 12:15 p.m., Advertising Club, **New York.**

15—"Traveling" Export Expansion Seminar, **Battle Creek, Mich.** Sponsors: Battle Creek Area Chamber of Commerce; Department of Commerce; REEC.

16—Export Workshop, Field Office, **Des Moines, Iowa.** Sponsors: Field Office, Department of Commerce; Greater Des Moines Chamber of Commerce.

19—FCIA Workshop for insurance brokers, agents, international bankers, 9 a.m., Hotel Everglades, **Miami.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

19—FCIA Workshop for insurance brokers, agents, internatinonal bankers, 9 a.m., Field Office, **Kansas City, Mo.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

20—Foreign Traders Assn. of Philadelphia, Inc., Pan American Week meeting, Sheraton Hotel, **Philadelphia.**

20—Businessmen's Consultations with members U.S. Trade Mission to Philippines, St. Regis Hotel, **New York.** Sponsors: Philippine-American Chamber of Commerce; Philippine Assn.; Field Office, Department of Commerce.

20—Foreign Trade Bureau, Chamber of Commerce, dinner, 6:30 p.m., Roosevelt Hotel, **Cedar Rapids, Iowa.**

20—All-day FCIA Workshop, New Federal Bldg., **St. Louis.** Sponsors: FCIA; Marine Insurance Underwriters; REEC.

20—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

20—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

20—"The How of Exporting," Rotary Club luncheon, **Altoona, Pa.**

20—FCIB Hardware-Automotive & Allied Trades Group luncheon-meeting, 12:30 p.m., Advertising Club, **New York.**

20—Public Relations Society of New York, Film Counselors Auditorium, **New York.** Speakers: James G. Morton, Special Assistant to the Secretary of Commerce for Public Affairs; Eugene M. Braderman, Director, Bureau of International Commerce.

20—Detroit Area Conference on Industrial Modernization, Cobo Hall, **Detroit.** Speaker: George Donat, BDSA Administrator. Sponsor: Department of Commerce.

21—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

21—In-office Export Finance and Insurance Seminar Field Office, **San Francisco.**

21—In-Office meeting on Export Terms, 10 a.m. Field Office, **Philadelphia.** Sponsor: Field Office, Department of Commerce.

21—FCIA Workshop for insurance brokers, agents and international bankers, 9 a.m., Monteleone Hotel, **New Orleans.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

21—FCIA Workshop for insurance brokers, agents and international bankers, 9 a.m., George Washington Hotel, **Jacksonville, Fla.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

21—FCIA Workshop for insurance brokers, agents and international bankers, 9 a.m., Tradeway Inn, **Niagara Falls, N.Y.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

22—20th Annual Cleveland World Trade Conference, 8:30 a.m.-9 p.m., Sheraton Hotel, **Cleveland.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator. Sponsors: Cleveland World Trade Assn.; Chamber of Commerce.

22—12th Annual New England World Trade Day Conference, Sheraton Boston Hotel, **Boston.** Sponsors: International Trade Assn. of New England, Inc.; Pan American Society of New England, Inc.; REEC; Field Office, Department of Commerce.

22—In-Office Meeting, Field Office, **Chicago.**

22—World Trade Club annual "Port of New Orleans Night, Louis IX Room, **St. Louis.**

22—Chicago-Midwest Credit Assn., LaSalle Hotel, **Chicago.**

22—FCA Workshop for insurance brokers, agents, international bankers, 9 a.m., World Trade Club, **Houston, Texas.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

23—FCIA Seminar, 9 a.m. Dinkler Motor Hotel, **Atlanta.** Sponsors: Field Office, Department of Commerce; REEC; Georgia Bankers Assn.; Georgia Assn. of Independent Insurance Agents.

23—FCIA Workshop for insurance brokers, agents, international bankers, 9 a.m., Field Office, **Dallas.** Sponsors: Foreign Credit Insurance Assn.; Field Office, Department of Commerce.

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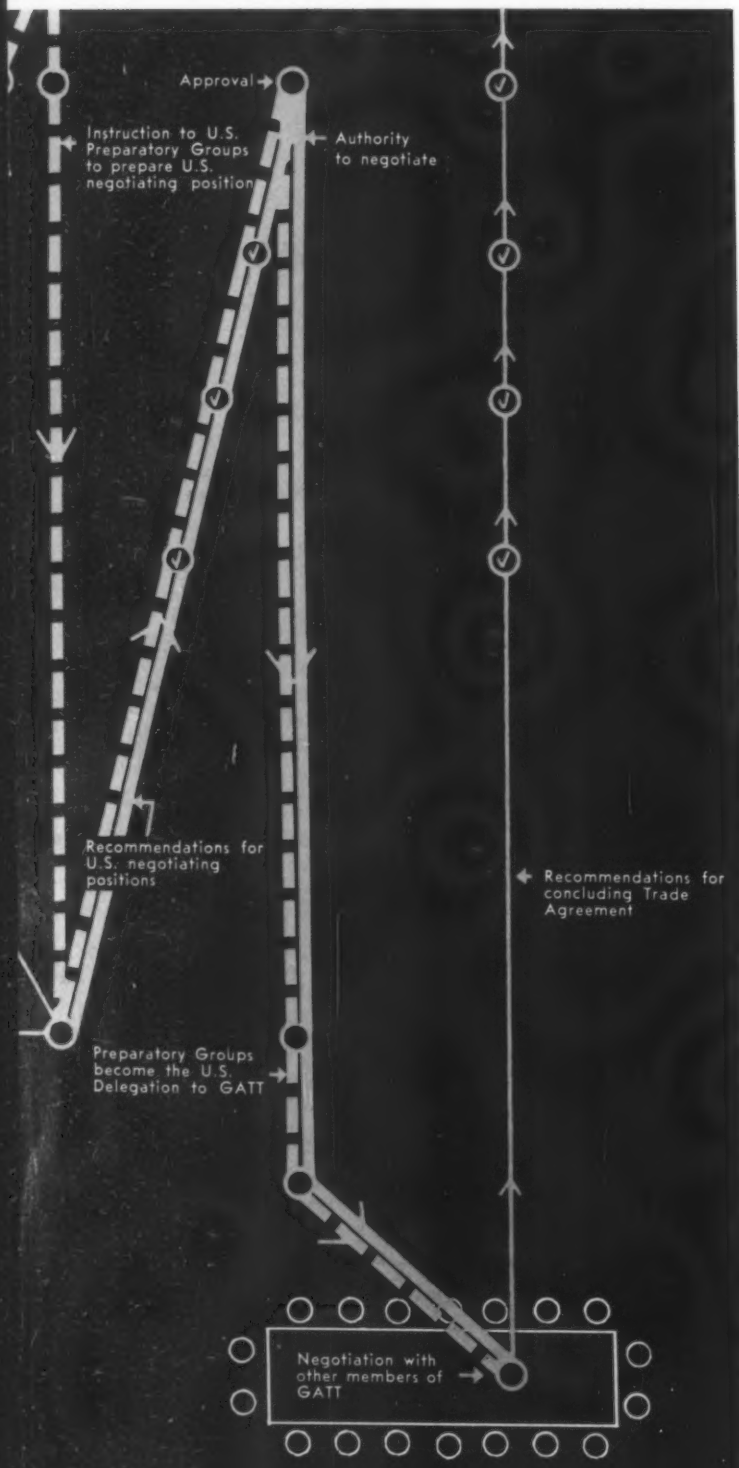
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Instruction to U.S. Preparatory Groups to prepare U.S. negotiating position
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Recommendations for U.S. negotiating positions
Recommendations for concluding Trade Agreement
Preparatory Groups become the U.S. Delegation to GATT
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